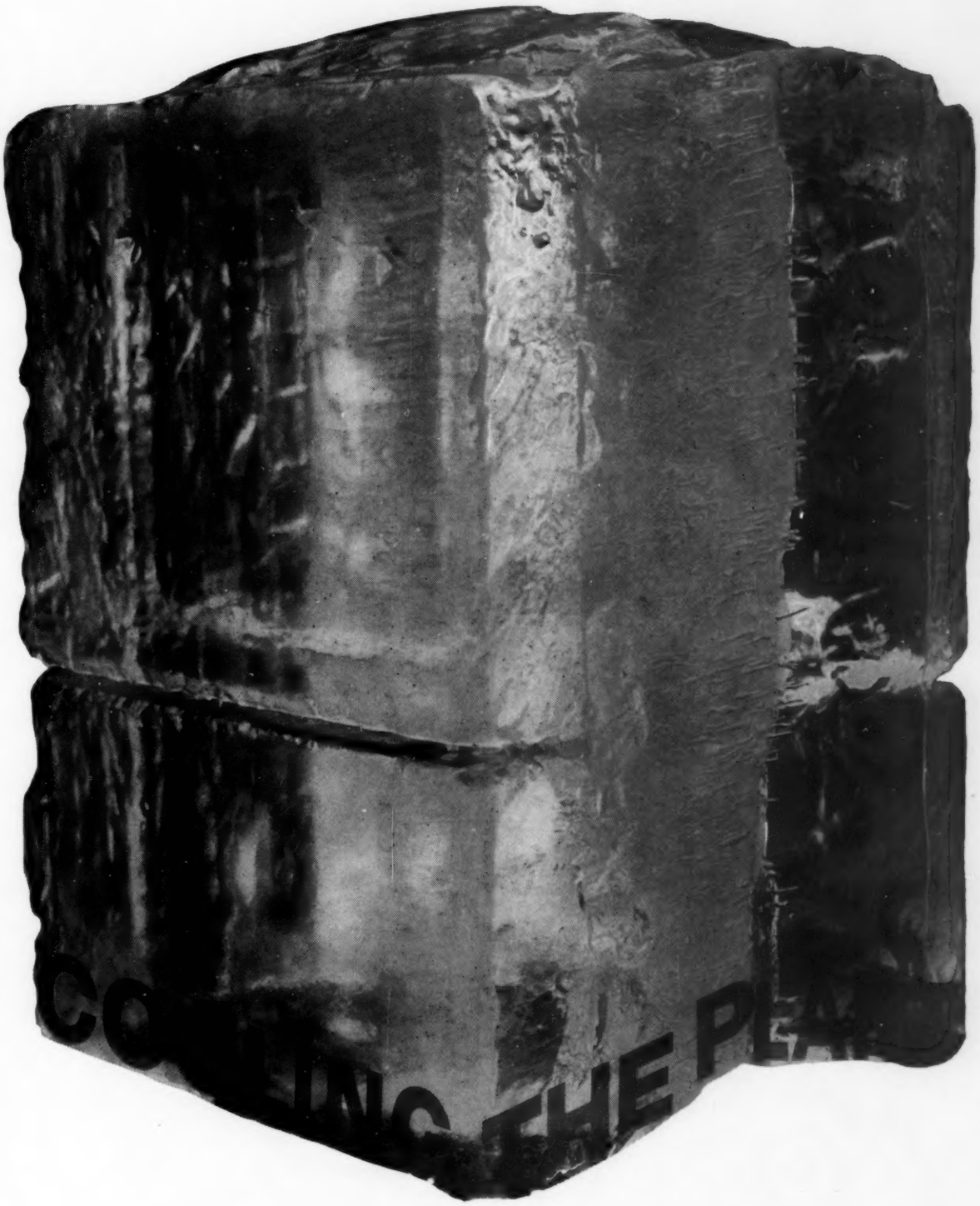
Institutional Laundry

May 1961

The Magazine for the Institutional Laundry Manager



IN THIS ISSUE: FEATURES OF SPECIAL INTEREST TO OTHERS

ROUTE TO ☐ Administrator (page 24 & 44) ☐ Engineer (page 18) ☐ Purchasing Agent (page 8)

Section 3 | BUSINESS
BUSINESS OPPORTUNITIES
FLORIDA REAL ESTATE &
BUSINESS PROPOSITIONS

The New York Times.

FINANCIAL
OFFERINGS TO BUYERS
BUYERS' WANTS | Section 3

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TAX-LOSS MERGER BECOMING HARDER

New Treasury Regulations Are Aimed at Deals That Seek to Escape Levies

OLD UNIONS IMPERILED

Lawyers Fear Latest Rules May Affect Transactions Long Since Completed

By ROBERT METZ

The Treasury's long campaign to stop mergers undertaken to escape taxes seems to be heading to a successful conclusion perhaps too successful. For many tax lawyers are convinced that tax regulations proposed at the end of the Eisenhower Administration would give the Treasury a weapon of awesome power, one that could challenge tax benefits obtained through mergers that took place as long as five years ago.

The regulations are designed to stop the revenue losses that result when corporations having tax loss credits merge with profitable corporations, thus reducing the taxes of the merged business.

The Treasury has already managed to shut off the more obvious forms of tax avoidance in this area. No longer, for example, may a profitable corporation buy a corporation with a

Reports Provide Data on Pensions

By J. E. McMAHON

To the man who is looking toward retirement, a big question is: "How much money will I get when I retire?"

Employers, recognizing the need for keeping their employes informed about their pension plans, are now making it easier for participants to know the answer to the retirement question. They issue reports each year spelling out just what the workers' stake is in the plan and what they can expect at their normal retirement date.

In some cases, the information is contained in a simple card, the size and shape of a check; in other instances, the report is more detailed and may cover not only a description of how the pension benefits are computed, but information on benefits other than pensions and in some cases, Social Security benefits.

Continued on Page 7, Column 4

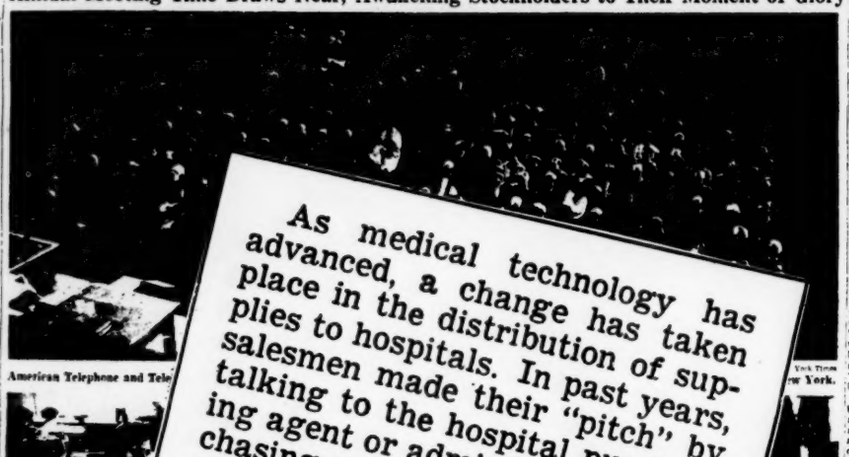
PRODUCERS FAVOR PRICE RISE FOR OIL

Independents Spur a Drive for Increase of 25 Cents a Barrel of Crude

By J. H. CARMICAL

An advance of at least 25 cents a barrel

Annual Meeting Time Draws Near, Awakening Stockholders to Their Moment of Glory



American Telephone and Tele

York Times

BONN'S DEBT PLAN POSES QUESTIONS

Billion-Dollar Offer to U. S. to Erase War Claims Contains Discount

GERMAN RESERVES CITED

Possibility of a Switch Into Gold Represents Bargaining Weapon

By PAUL HEFFERNAN

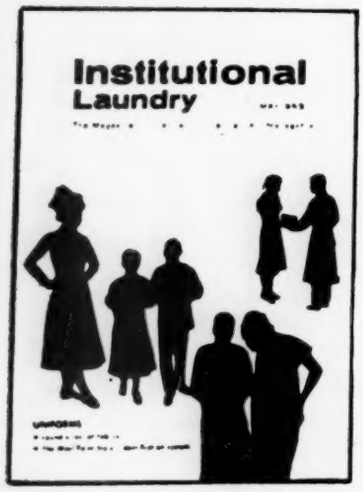
The strange spectacle of a vanquished Germany today dictating the terms of a World War II financial settlement with the United States should be a lasting lesson to statesmen charged with appraising "the economic consequences of the peace."

If the officials who fashioned the extraordinary international agreement about German war reparations at Paris in 1945 and at London in 1953 could do it all over again today, they probably would think twice about inflicting billions

As medical technology has advanced, a change has taken place in the distribution of supplies to hospitals. In past years, salesmen made their "pitch" by talking to the hospital purchasing agent or administrator. Purchasing agents still play an important role, but the decision as to what type of equipment is to be used is often made these days by the people in the hospital who actually use the product. Salesmen, perforce, must be able to demonstrate and create a demand for their company's line on a professional level.

Institutional Laundry

the magazine for the institutional laundry manager



. . . talks straight to "the people in the hospital who actually use" laundry equipment, linens and supplies.

Meet the Problems of the "NEW FRONTIER"

★ Cut Flatwork Costs

★ Speed Up Production

with a SAGER SPREADER

HOW TO NET $5200 MORE PER YEAR

M. A. Pocock

How many investments have you ever made that you got back, in full, in less than a year? Not many, I'll bet. Yet it's being done all the time, right in your line of business.

Here is an instance that just happened: A certain laundry, now paying $1.25 per hour minimum wage, installed a SAGER "A" Spreader and saved $20 per day, by the elimination of two girls, no longer needed for sorting and shaking.

The SAGER "A" cost $3800, including freight and installation. Just figure it: $3800 ÷ 20 = 190, the number of days required to make 100% return on the investment. With 260 working days in the year, that laundry's return on the investment for the first year is $5200. Deduct $3800 from that and you have $1400, net profit for the first year, over and above the cost of the SAGER. Of course, these savings go on and on, as long as the laundry operates, because a SAGER never wears out, so each year thereafter, this laundry makes a minimum net profit on its investment of $5200.

True, not every plant can do this well—but some do better, depending upon conditions and volume of sheet business.

But this saving of labor is not the whole story, by a long shot. The increased production the SAGER makes possible also boosts profits. So does cutting down on overtime in some plants.

Have you ever figured how much it costs you every hour you run your 8 roll ironer? There's steam, power, light, padding, ribbons, aprons, repairs, lubrication, floor space, interest on the investment—besides direct labor. Add them all up, and I'll bet that $18 per hour is a conservative figure. So, every hour of running you save on that ironer, or every increase you add to its hourly output, will add up to a substantial profit.

The figures I have cited are for the bigger "A" SAGER. But don't forget that there is a "B" SAGER for the single ironer plant where one has to prepare sheets while ironing small pieces. By changing to production methods for sheets only (full identification), the FAMILY plant that handles 1200 or more sheets per day can also realize a bigger yearly profit with a SAGER "B." What are you waiting for?

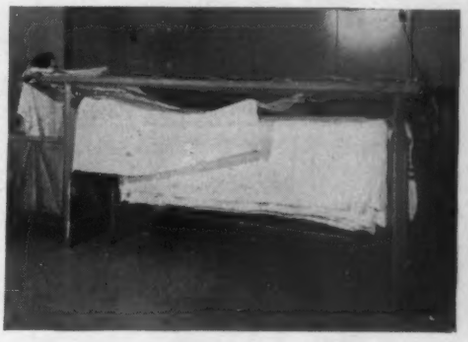
M. A. (Poke) Pocock

More Sheets with Fewer Operators

With a SAGER Spreader, one girl does the work of two or more hand shakers and does it easier and faster. With a SAGER "B," you can handle up to 3,000 sheets and spreads per day. About that quantity, you probably need a SAGER "A."

Reduces Labor Turnover

No more back-breaking lifting and nerve-wracking hand work. Your SAGER operators like their jobs and stay on them. You know what this means to your social security accounting, as well as to general efficiency.



View of Sager B Spreader. Handles 1,200 to 3,000 sheets and spreads per day

★ Write For Full Facts

If yours is a laundry handling **1,200** or more sheets and spreads per day, you can't afford to be without a SAGER Spreader in these times of high labor and tough competition. Write today for details and the names of progressive laundries all over the world which have reduced their flatwork ironing costs from 40% to 60% with these labor saving machines. But write us only if your sheet and spread production is 1,200 or more daily.

Read What These Users Say

A West Coast Laundryowner Writes:
"Our Spreader has been in use about 12 years and has saved more per dollar invested than any equipment we have ever had."

A New England Laundryowner Writes:
"We feel that it is the best purchase from *every* standpoint that we have ever made in over 70 years of business."

Please send us full facts about your labor-saving Sager Spreaders.

M. A. Pocock
1228 Central Ave., N. E.
Minneapolis 13, Minnesota

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City.....

State.....

Print your name.....

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SERVICE HOURS WITH MOBILE Bucksco LINEN CARTS

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- **SANITARY**

Bucksco Linen-Carts are made of TEMPER-LUMINUM which is two to three times stronger than ordinary utensil aluminum and one-third the weight of steel. Easily maneuvered by one operator, the carts have an anodized finish that will not soil linen and which protects against bacterial growth. Equipped with adjustable shelving, they reduce service hours by eliminating double handling and by providing easier inventory control and linen accessibility.

OPEN CARTS
20-35 Bed Capacity

ENCLOSED CARTS
Roll Top & Fold Back

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BUCKS COUNTY ENTERPRISES, INC.

Bucksco

Quakertown, Pennsylvania

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ASSOCIATION EXECS!

Plan inviting meetings by using motion pictures. Read the July issue of INSTITUTIONAL LAUNDRY for an up-to-date listing of films made by allied tradesmen for laundry managers. Learn how to get the films — and where.

Institutional Laundry

The Magazine for the Institutional Laundry Manager

BI-MONTHLY VOLUME 5 • NUMBER 3

REMOVING TOUGH STAINS

A thorough analysis by a known expert in the soap and detergent fields will enable laundry managers to cope with the most stubborn stains their institutions can inflict upon the linens they are charged to launder 10

BEAT THE HEAT PROGRAM

George Christensen, LM of the Brooklyn (N. Y.) Hospital, tells how he has effectively curbed the summer heat slump in his plant by combining cooling equipment with imaginative employee measures 14

UNTRAPPED LINT INVITES FIRE, POLLUTION DANGER

The major methods of trapping lint are discussed in this authoritative article. In addition, the dangers inherent in free-flying lint are brought to light 20

COOLING THE PLANT

Michael Girone, INSTITUTIONAL LAUNDRY's technical editor, and chief engineer of the Elizabeth (N.J.) General Hospital, tells how ventilation is used to keep the laundry room comfortable in summer 18

MANAGER CONTROLS HOTELS ENTIRE TEXTILE MAINTENANCE PROGRAM

Ernest Reed of the Hilton Hotel in Denver is in complete charge of the laundry, linen rooms, valet shop, and drycleaning section of the huge western hotel. More than 22,000 pounds of laundry is processed daily by the plant—and it gets done according to an accurate schedule .. 22

LMs FIND COLORED LINENS PROVE BENEFICIAL TO INSTITUTIONS

"Store bought" or "dyed in the wheel" colored linen is a boon to the LM. Many use it for identification, all find it helping patient morale. A formula for vat dyeing in the wheel is included 24

SOURS—THE USES AND IMPORTANCE TO THE LM

Complete discussion of the valuable contributions sours make to proper laundering is presented in this article by an allied tradesman 34

DEPARTMENTS

Editorial 4
Letters 6
Products 8
Message From NAILM President 42
The Field Report 44
Institutional Housekeeping 48
It's Hy Time 52
Coast to Coast 52

An Expert's Choice! . . .

HAROLD F. BURNHAM
CHAIRMAN, HOSPITALS ADVISORY BOARD
NEW BRUNSWICK, NEW JERSEY

May 27, 1960

Mr. James T. Callahan
Deputy Purchasing Agent
Essex County Hall of Records
Newark, New Jersey

Dear Mr. Callahan:

Our Industries Advisory Board for Hospitals accepted the request of St. Peters Hospital to study their laundry problem and give them recommendations. After a period of study and inquiry, we came to the conclusion that the Combination Washer and Extractor was a natural for hospitals. It lends itself to a compact efficient set-up.

Our problem then became as to which make we should recommend. We read all of the descriptive literature available, talked with salesmen and visited several laundries. We came to the conclusion that the Washex machine was the best all around one at this time. Our reasons for this were:

1. Engineering-wise we felt the Washex was easily the best designed machine. It has a generous use of stainless steel in the areas needed. Bearings and shafts were of sturdy construction to stand up. Proof of this is the almost complete elimination of vibration.

2. This machine has a superior design for easy loading and unloading.

3. The controls are well planned and designed for good operation.

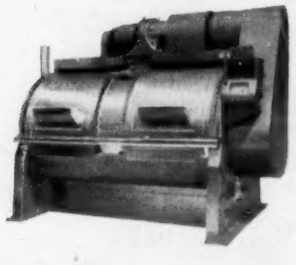
4. In our opinion, the Washex should outwear and be more free from breakdown than the other ones investigated by us.

While the machine has been in use only about three months, the hospital laundry people are very happy with its performance.

Sincerely yours,

Harold F. Burnham

Harold F. Burnham
Chairman, Industries Advisory
Board for Hospitals



WASHEX laundry washer-extractors are available in capacities from 250 to 600 lbs.

11280

You too can benefit from the WASHEX laundry washer-extractor. Write for more information, no obligation of course.

WASHEX MACHINERY CORPORATION

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Institutional Laundry

VOLUME 5 NUMBER 3

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You Control The Future

We were recently invited to speak to laundry managers attending the Institute on Physical Plant, sponsored by the New Jersey Hospital Association. Our topic was, "The Future of the Institutional Laundry."

Forecasting future events is not at all difficult if the past is carefully studied. One writer said: " I believe the future is only the past again, entered through another gate." In any case, we don't mind making predictions. If they prove correct . . . we become a learned hero. If they don't turn out . . . well, we could blame it on a hundred special conditions . . . all unpredictable.

After outlining the job facing the LM of the future, who will manage workers made happy and safe with the proper amount of light in a colorful, quiet (except for mood music), and step-saving plant equipped with ultrasonic continuous washers, speedy drycleaning machines and finishing equipment, we began to answer questions put to us by the LMs in the audience. "Will," asked one deeply concerned manager, "all this new labor-saving, automatic equipment be a blessing or a curse?" Herein lies the crux of the matter and the point of this editorial.

There is no doubt that the equipment of the future will be a blessing for those laundry managers who have prepared themselves to accept progress. With every job lost because of technological advancement new jobs are created to fill the gap. But, for the few who hide their heads in the sand, the transition from the old to the new could be a painful curse. However, for the *alert* laundry manager—and we believe this is the only kind who deserves the title of *manager*—the advancement of science serves only as a blessing.

It's up to LMs to prepare themselves for the future by perfecting their skills today, by asking questions of the salesmen who visit them, and by attending sessions where the future is discussed by those who analyze trends and are in a position to know what the future may bring.

Richard Ziff

Editor

TROY Fleximatic Air Jet Folder giving sheets two folds at Terminal Steam Laundry in Glendale, N. Y.

electronic brain and jet power enable TROY FLEXIMATIC® FOLDER

To Fold Linens More Efficiently at Less Cost

AMAZING "ELECTRONIC BRAIN" controller measures linens, locates folds and directs folding in halves and quarters 100% automatically.

EXCLUSIVE JET ACTION folds with powerful jets of air to eliminate wear on linen by blade-type folders.

CUTS LABOR COSTS by replacing up to 3 receivers and folders. Simplified design reduces downtime.

NEW FOLDING FLEXIBILITY for linens 24" to 108" long and 20" to 120" wide in 1 to 6-lane models. Small piece stacker available.

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LETTERS to the editor

Open Letter

Andrew Osinchak, secretary of the North Jersey Institutional Laundry Managers Association has been instructed by the group's members to send the following letter to all allied sales representatives in the interest of making the organization's members even more expert in the technical aspects of being an LM.

"As secretary of this association, I have been instructed by its members to keep in contact with our allied tradesmen. You (the allied tradesmen) are the heart of our association. Its advancement, and improvements in our institutional laundries depend on you.

"We need your assistance in research, discussion, ideas and special methods of laundering. A program for the betterment of LMs is most essential to our association.

"We would appreciate programs on above topics which would be educational and a builder of better LMs tomorrow."

School In Oklahoma

I have read, with interest, your article "It's Hy Time," in the March issue. Here in Oklahoma we have a school to which you may refer any future requests for information regarding a school in laundering.

For many years a course in Power Laundering has been taught at the Oklahoma School of Technical Training, Okmulgee, Okla. This is a two year course under the able supervision of Mr. Harry West.

I am sure that upon inquiry, both Mr. West and other school personnel will be happy to send any information requested.

Sid M. Garlick, LM
Mayo Hotel
Tulsa, Oklahoma

Likes NAILM Publicity

The current (March) issue of INSTITUTIONAL LAUNDRY is a dilly. You have certainly given us more publicity than we have ever had for three total previous conventions.

Heywood Wiley
Program Chairman
NAILM Conference

We're happy we were of help to the National organization. And, we promise you that anytime you come up with a program of the caliber you had in Miami Beach, we'll repeat our performance.

Wants A Monthly

I am writing to you on behalf of one of the employees who works here with me. He thinks your magazine is tops. I gave him a copy to read and he said it was the best laundry magazine he ever saw. This employee is in charge of all lubrica-

continued on page 50

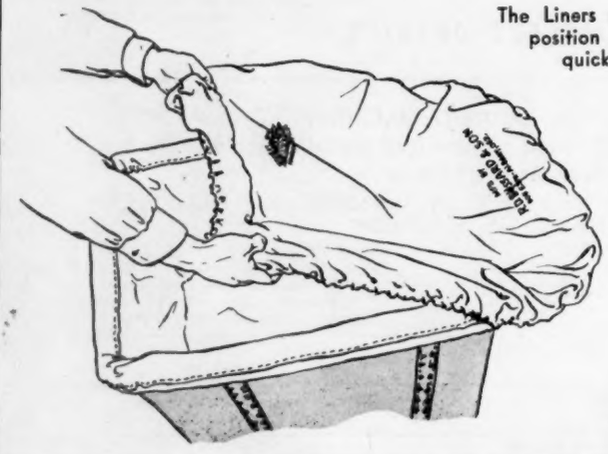
FIGHT STAPH INFECTION!

with BUSSARD'S HERCULITE

BASKET LINERS

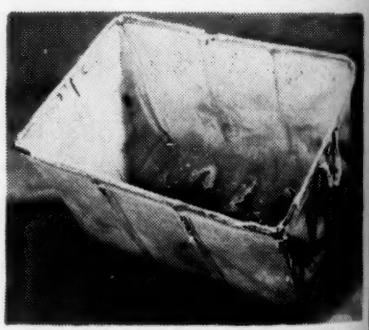
AN AMAZING NEW VINYL-NYLON MATERIAL MADE FOR STRICT SANITARY REQUIREMENTS

This New SNAP-ON Basket Liner and Cover is the answer to many Hospital and Institutional Laundry problems. Made of an amazing new material, a combination of vinyl and tough nylon. The liner is almost indestructible—guaranteeing longer life. Easily wiped clean, and can be washed in hot soapy waters and bleaches without damage. Sterilization of this Liner insures a basket unexcelled for sanitation.



The Liners and Caps are held securely in position by strong Elastic rope for quick SNAP-ON and SNAP-OFF.

Won't Shrink or Stretch. Rot—Rust—Dust and Mildew Proof. Won't Absorb Oils, Greases, Odors, etc.



Rotted & stained Canvas Basket—Commonly found in-use by many plants.

SAME BASKET—with a new life-using Bussards New Snap-On Herculite Basket Liner.

WRITE FOR FREE MATERIAL SAMPLE

R. D. BUSSARD & SON

505 E. 5th AVE. ALBANY, OREGON

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STAINLESS STEEL
GRIPPER SNAP FASTENERS

GIVE HOSPITAL GOWNS A LONG AND HAPPY LIFE

Hospital gowns with stainless steel Gripper Snap Fasteners make everybody happy.

The patient no longer suffers needless embarrassment in an old style gapping gown. And your garments get a new lease on life.

Stainless Steel Gripper Snap Fasteners are unaffected by laundry bleaches and chemicals. They are unusually strong, won't bend, won't crush. They are good for the life of the garment through innumerable fast, crisp, positive openings and closings.

Stop worrying about missing tie strings and buttons—write today for further information to Laundry Section, **SCOVILL** Manufacturing Company, Waterbury, Conn.

Stainless Steel
GRIPPER®
Snap Fasteners

are an exclusive product of SCOVILL, Waterbury, Connecticut. Also makers of GRIPPER Zippers.

Circle No. 30 on Post Card

PRODUCTS PARADE

CIRCLE NUMBERS ON READERS SERVICE CARD

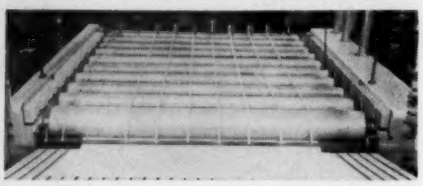
The products, developments and literature announcements appearing in this section represent the most up-to-date thinking in the industry. Each item bears a key number. To learn more about items which you feel will help you make your operation more profitable, just circle the appropriate numbers on the Reader's Service Card. Information will be sent at no cost or obligation to you.

Bacteriostat — Circle 70

Bacto-Stat, a bacteriostat and fungistat, from *The Ultra-White Co.*, is fully effective against 25 different strains of anti-biotic resistant Staphylococcus Aureus bacteria, the company says. In addition, it is effective against E Coli, Proteus Vulgaris EMPA, Streptococcus and many other odor and disease producing bacteria, and will give control over other fungi which cause mildew. Bright White a whitener, softener, and cotton preservative, combined with Bacto-Stat 500 is packaged in one gallon containers and cases of six gallons. Two ounces per 100 lbs of dry laundry, may be used in the last sour with minimum water level, the company claims.

Apronless Ironer — Circle 71

High speed apronless ironer has been introduced by the *Super Laundry Machinery Co.* The unit, with Meehanite chest construction, uses



large size pressure rolls and requires as little floor space as a standard eight-roll ironer, the company says. A special device housed within the ironer eliminates the need for a mechanical clutch and controls the amount of pressure to be applied to the material being ironed. Units are available in 100, 110, or 120-inch widths and may also be had with electronic automatic folding machine, the company says.

Heat Mender — Circle 72

Seven second heat-seal repair for most fabrics has been made available with the *Textile Marking Machine Co., Inc.*, Patch-O-Matic mending machine, the company says. The unit is available on a free trial installation.

Tumbler — Circle 73

A small model laundry tumbler has been designed by *Hoyt Mfg. Corp.* Measuring 27½-inches wide by 58½-inches high, the unit is a simplified adaptation of the Westport II laundry tumbler, the company says. All electric and gas controls are located under a locked cover on top of the unit. This affords both safety and easy maintenance. It may be equipped

with an automatic timer or coin meter. The unit has a self-cleaning filter, which is easily removed, the company says.

Pillow Unit — Circle 74

One operator can process up to 20 pillows an hour with the Aristocrat pillow revitalizer, says the manufacturer, *R. Lally Co.* The unit is compact (takes up 3 x 5 feet) and needs only 110 AC-DC electrical outlet to work, the company reports.

Container — Circle 75

Aluminum containers, 24-inches wide, 14-inches deep and 27-inches high, are manufactured by *Dolin Metal Products, Inc.* Easily cleaned, they may be used to handle laundry

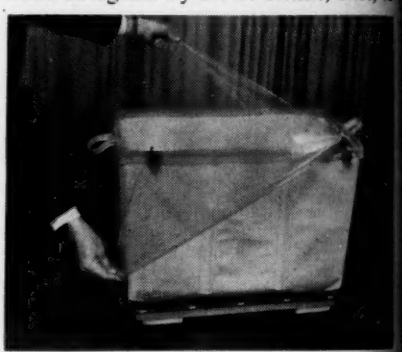
and other light-weight material. Containers are available with optional casters, covers.

Finishing Agent — Circle 76

Single finishing agent, combining a laundry sour, fabric, softener, and bacteriostatic agent has been announced by *Armour & Co.* Called Velva-Sour, the product is said to offer time and labor saving benefits, and also control odors. It produces a finish pH well within the limits of reasonable souring practice, exhausts itself onto fabric, and provides a satisfactory softness, the company says. It should be applied as the final step in the washing process at a rate of four ounces per 100 pounds (dry-weight) of diapers.

Bundle Separator — Circle 77

The Bulldog Bundle Separator has been designed by *X. S. Smith, Inc.*, to



simplify separation of lots and bundles of wash between wet assembly and finishing department. The separator is a rustproof frame with six sheets of treated, moisture proof, heavy clear vinyl that are flipped over each bundle extracted from the washer, to keep the wash uniformly damp overnight or over the weekend. Built to fit all standard size hampers, the separator may be custom ordered for special sizes.

After Cooler — Circle 78

A compact after cooler, that has no moving parts and is easy to install, has been manufactured by the *Jas. A. Murphy & Co., Inc.* The unit is built for capacities of 50 to 120 cubic feet of free air per minute and features a copper coil through which the valve regulated cooling water flows.

Supply Control — Circle 79

Automatic control of the concentration of cleaning solution in washing equipment has been developed by *The Redford Corp.* Called Soap-Saver,

continued on page 30

Institutional Laundry The Magazine for the Institutional Laundry Manager

Institutional Laundry

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The Easiest Way . .

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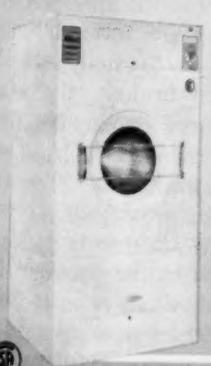

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REMOVING TOUGH STNS

A procedure that removes the stmple without value. Follow these formr be

by **JOHN BALOG**
Director of Technical Service
Cowles Chemical Co.

There are many stains which plague institutional LMs. The bulk of these stains fall into a few categories. In this report, we are concerned with this bulk of tonnage which can be treated in the washwheel.

The difference between stains and soil in many cases is rather a matter of persistence than a reaction between the staining substance and the cellulose of the cotton. In most cases, the staining substance is merely set or bound with considerable tenacity to the fabric and, therefore, a procedure more vigorous than the normal washing treatment is necessary for the removal or solubiliziation of the staining substance.

The stains which account for the greatest tonnage of rejects are the proteinaceous type stains such as blood and albumen, the mildew stain created during the metabolism of fungus, and the ground-in soil and grease type of stain. The first two types of stains are treated effectively by oxidation, whereas, the third type of stain must be treated with a vigorous scour.

In addition to these proteinaceous stains, cement stains are frequently encountered in laundries. This type of stain results when the linens fall on the wet concrete floor and remain in contact for only a relatively short period of time. The resulting stain is gray in color. In this type of stain, there is a reaction between the chemicals of the concrete and the cellulose of the fabric and the resulting stain is extremely stubborn. This type of stain is extremely difficult to remove. However, an acidic acid or orthophosphoric acid bath of about 30 minutes duration, using approximately a one per cent concentration of the acid at a temperature of 180° F will lighten this type of stain. This type of cement stain is not to be misconstrued with the fresh concrete stain which results when the garments of a construction worker contact fresh concrete. This latter type of stain is readily removed by following an alkaline break and several flushes with the orthophosphoric bath mentioned above.

In addition to stain removal, a prime consideration in treating stains is the effect of the treatment upon the service life of the fabric. A procedure that removes the stains completely but destroys the fabric is without value. The cellulose that comprises the cotton fabrics (and a conservative estimate of the tonnage of cotton fabrics washed in institutional laundries would be in excess of 95 per cent) is a relatively tough or inert substance as compared with many types of stains or soils, so that in many instances it is possible to reclaim the cotton fabrics while inflicting only a small loss with regard to service life of the fabric. However, the conditions of the treatment must be controlled. For example, in treating oxidizable stains with chlorine bleach, the fabric may be reclaimed with only a small strength loss incurred, by using a given quantity of bleach in an overnight bath at a low temperature. The same quantity of bleach used in a treatment greatly accelerated by the use of elevated temperatures will also remove the stain, but will damage or tender the fabrics appreciably in the process.

Since the stain-removing treatment is then likely to cause some damage, even when conducted with control and under seemingly mild conditions, it is most desirable that those factors causing stains be averted as much as is possible. A case in point is the albumen and blood stains. Many of these stains are formed in the wash wheel. Obviously, they could be averted. In addition to causing linen tensile strength loss, the stain removing treatment results in loss of productive time of personnel and equipment.

All laundries are aware of the possibility of setting albumen and blood stains in the wash wheel, and employ measures designed to avert stain-setting. Most laundries fall short in the approach to the problem for several reasons. Very often a high flush is used with temperatures as low as 50°F. Although temperatures above 120°F are likely to set the stains, temperatures between 100 and 120° are more effective in dissolving these water soluble substances. Also, a low water level should be used because it provides greater scouring of the staining substances than is obtained by the cushioning effect of high water levels. In addition to using a low water level and warmer water, it is further advantageous to use some alkali in the low level flush to expedite the solubilization of the blood and albumen.

STNS CAN BE MADE EASY

he stompletely but destroys the fabric is

formor best results in your washwheel

FORMULA #1

Operation	Water Level inches	Time Minutes	Temp. °F.	Suppliers per 100 lbs. of load
Break	6	20	140	2 lbs. alkali soap to suds
Carryover	6	3	140	
Flush	12	3	140	
Flush	12	3	140	
Flush	12	3	120	
Bleach	10	30	120	20 quarts of 1% bleach
Rinse	12	3	140	
Rinse	12	3	140	
Rinse	12	3	140	
Rinse	12	3	140	
Rinse	12	3	120	
Rinse	12	3	120	
Rinse	12	3	100	
Sour	6	5	90	2 ounces rust removing sour

If the wash wheel is equipped with a steam line, it is further recommended that the flush be omitted and that all of the washing supplies normally used at the break be put into the wash wheel at the outset of the washing formula. This operation is then run for five minutes at a low water level, using a temperature of about 110°F. Following this solubilizing portion of the formula, the temperature is raised to 160°F with the use of live steam. This operation is run for a total of 12 minutes, including the approximately three minutes necessary to raise the temperature of the water to 160°F. By using this type of break operation, water and formula time are saved and rejects are greatly reduced. After the break operation, the formula proceeds as normally.

The above washing procedure is effective in removing blood and albumen stains that have not been set prior to entering the wash wheel. Yet the largest tonnage of stained linens in many institutions contains blood and albumen that has been allowed to set or harden. I know of a hospital which recently processed more than a ton of linens which had been rejected because of blood and albumen stains. These linens were then reclaimed with an oxidizing formula. The procedure used in the reclamation process is listed as Formula I.

Upon completion of the bleach bath in the above procedure, the load should be rinsed until all of the bleach has been removed. The linens should be tested with orthotolidine to ascertain that all of the bleach has been removed.

An overnight bleaching treatment may be substituted for the above formula. The formula is followed, as listed above, by the bleach operation. The washer is stopped at plant closing time and the bleach bath is left to set overnight. In the overnight treatment, the temperature of the bleach bath should not exceed 90 to 100 degrees F.

Mildew stains are a problem throughout the year in some parts of the country, and in other parts create problems from spring to the fall of the year. Although many fungicides are used with varying degrees of success as mildew preventatives, no sure and practical preventative has yet been developed. Mildew stains are still very much a problem.

Some fabrics may be so severely weakened by mildew as to render them useless. Therefore, it is not desirable to design a stain-removing treatment to remove all of the mildew from every garment in the

Mr. Balog is Director of Technical Service for the Cowles Chemical Co. He also serves as a Professor of Detergency at Texas Women's University, Denton, Texas. He holds an M.S. degree in Textile Chemistry from Pennsylvania State University, and is the recipient of several research fellowships from diaper and linen supply associations.

Formulas for removing blood, ground in soil stains

load. This would, in effect, be destroying much of the strength of the lesser-stained garments in order to reclaim the heavily-stained garments, which already have little service life remaining. The mildew stain, like the blood and albumen stains, is effectively treated by oxidation. The treatment which is listed below can be used overnight, or in an operation, by increasing the temperature. However, the overnight treatment is less harmful to the fabric because of the low temperature used. In treating stained loads, it is important not to overload the washers, as this impedes uniform stripping action. It is especially important that loads treated overnight be completely submerged in the bleach liquors. The formula listed below is an accelerated one. This could be changed to an overnight formula simply by reducing the temperature of the bleach bath to 90-100° F. The soiled load is run for approximately five minutes, to assure complete admixture of the bleach liquors, and is then left to set overnight. The load is rinsed the following morning, and all of the bleach should be rinsed from the load before it is pulled from the washer.

FORMULA #2

Operation	Water Level inches	Time Minutes	Temp. °F.	Supplies per 100 lbs. of load
Bleach	10	30	120	20 qts. of 1% bleach
Rinse	12	3	140	
Rinse	12	3	140	
Rinse	12	3	140	
Rinse	12	3	140	
Rinse	12	3	120	
Rinse	12	3	120	
Rinse	12	3	100	
Sour	6	5	90	2 ounces of sour

A third type of stain or soil which does not respond to normal washing procedure is the combination of oil and fine particles of inert matter, such as carbon which has been ground into the fabric. This type of soil or stain penetrates the fiber by absorption and capillary action. The extremely fine particles of inert soil are carried into the fiber and become lodged or imbedded in the crevices of the cotton fiber. It is difficult to remove and becomes extremely tenacious after an extended period of time, and when the oil or grease has been oxidized. Ordinary washing procedures are, then, inadequate for soil or stain removal. However, the presence of the grease or oil in the fibers aids in the

FORMULA #3

Operation	Water Level inches	Time Minutes	Temp. °F.	Supplies per 100 lbs. of load
Boil	5	60-120	205	3-5 lbs. of alkali and soap to suds or built synthetic detergent
Rinse	12	3	hot	
Rinse	12	3	hot	
Rinse	12	3	split	
Rinse	12	3	cold	
Rinse	12	3	cold	
Sour	5	5	cold	sour as needed

removal of the fine particles, since they serve as a vehicle. Yet the soil particles themselves, when they are impregnated in the fibers in an oil medium, are more easily, or more nearly completely removed than when they are impregnated in an aqueous medium.

This type of stain results in most instances when grease and soot or charred food particles contact the garments or fabrics in the kitchen, or when the textiles are placed or fall onto a greasy floor.

The ground-in soil-grease stain requires a vigorous scour to effect removal of soiling matter. Therefore, a modified kier boil treatment is used. In order to minimize fabric attenuation during the treatment, the use of a silicated alkali is recommended in lieu of caustic soda. When the soil has penetrated deeply into the fiber and the grease has oxidized over a long period of time, complete removal of the soil or stains is not possible under practical conditions. The kier boil treatment recommended on this type of soil is listed above.

Because of the loss of productivity and attenuation of fabric resulting from stain removing treatments, it is important that the incidence of staining be eliminated wherever possible. Blood and albumen stains can be reduced by the earlier described washing treatment, and by the washing of items as soon as possible after they contact the staining substance. Mildew prevention may be reduced to a degree by washing soiled items as soon as possible, and by the use of mildew preventatives and by adequate ventilation in those areas where soiled linens are stored. The ground-in soil-grease stains on linens and garments can be reduced to some extent by education and good housekeeping practices, such as providing griddle rags so that the kitchen help will be less likely to use towels or aprons to wipe the griddle. □

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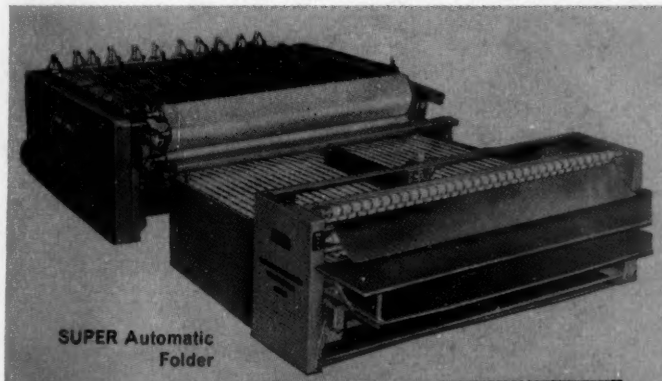

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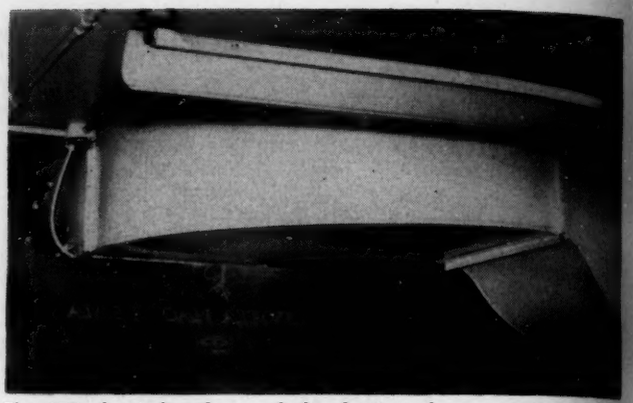
"Beat the Heat" program works

The clever LM beats heat slump by combining cooling equipment with imagination

by **GEORGE CHRISTENSEN**
LM, Brooklyn Hospital



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I would like to be able to tell you that my laundry has installed a sleek, modern air-conditioning system, without regard to cost, and concerned only with the complete comfort of everyone working in the laundry. Unfortunately, I cannot do this.

The cooling system I *do* have is neither sleek nor new. In fact, it has been here a lot longer than I have.

However, no matter what the type, age, or condition of a laundry's cooling system, every LM must put all his ingenuity to work in an effort to keep laundry temperatures from soaring past the 100 degree mark. For there is a direct relationship between excessive temperatures and employee fatigue. And there is an equally direct relationship between fatigue and absenteeism, loss of morale, high turnover, and, most important, loss of efficiency of operation and output.

I would advise all LMs who are confronted by a summer heat problem, and who isn't, and whose plants do not boast sufficient mechanical cooling devices to cope with it, to institute what I call a "Coordinated Beat the Heat Program." Once you get past the high-sounding title, it's actually a simple system to avoid the hazards found in heat-prone, high-production laundering operation.

Here's how I apply it in my plant: mine is a 421 bed institution, and employs about 850 people. It is a private hospital in a generally underprivileged area of Brooklyn. I have a total of 22 people working for me in the laundry. Forty per cent of them have been here for more than five years. I haven't had a person leave for going onto three years. And yet, despite the big volume of work we do in relation to the large amount of people for whom we wash, I get very few complaints from my people about heat in the laundry, even when the outside temperature soars into the 90's. This I attribute to my "Beat the Heat" program. My cooling system alone couldn't do it. This system consists of overhead vents placed every few feet throughout the building; four 20-inch exhaust fans mounted in the windows that face the street; a 30-inch floor fan, which we move from place to place depending on the location of the greatest heat build-up. The only cooling equipment we have which might be classed as "special" is an exhaust vent placed directly over my six-roll flatwork ironer. The heat from the ironer rises up this vent by means of a vacuum induced in the shaft by a circulating fan on the roof of the building. All the other venting in the hospital is connected to one central circulating fan, also mounted on the roof.

This set-up, together with the fans strategically placed throughout the laundry, bring summer temperatures near the tumblers down about 10 to 15 degrees. I also estimate that the system keeps the overall temperature of the laundry down about 10 to 15 degrees.

However, what I do to compensate for, or complement, the cooling system is to allow workers who have reached a pre-arranged work quota, to go home early on exceptionally warm days. By the same token, if we are fortunate enough to get a moderate day in mid-summer, my people are agreed to work a little late, in order to build up a backlog of clean linen. In short, we ride with the weather. Instead of treating it like an adversary, we make it an ally.

I don't imagine that anything could replace an adequate cooling system. But until the day when we all have such systems, LMs must combine the cooling systems many now have with *unlimited* imagination — and avoid that production-killing summer heat slump. □

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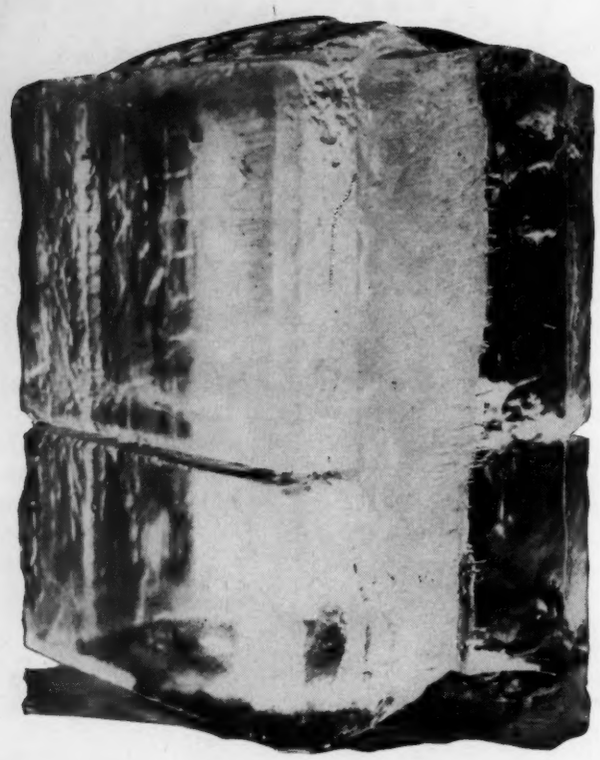


COOLIG

Now is the time for laun anag
the ways possible for kee e pl

by **MICHAEL GIRONE**

Now that winter is a memory, we must start thinking of the problems that confront us every year at this time. And one of these is cooling your plant.

Let us think back for a few minutes in order to recall the uncomfortable periods we worked through during the summers past, then let us ask ourselves, what can we do to improve temperature conditions during these periods? The answers are neither difficult nor complicated. First we must understand the physics and mechanics of these problems without getting bogged down in the mathematics. The important requirement of ventilation is thermal, that is, we must control the amount of heat loss from our bodies. Adequate ventilation is necessary to protect against excessive heat and humidity which exists in our plants at all times, especially during the warmest weather. The volume of air circulated must be sufficient to absorb the heat and moisture contents of the air around the working areas and to prevent the gradual buildup of the heat and moisture. Despite this requirement, drafts must be kept to a minimum.

Ventilating air must be introduced at a temperature lower than the temperature of the room to be cooled. Temperature differential, air movement required, and humidity to be exhausted determine the volume of cubic feet per minute or number of air changes per hour necessary to maintain desired conditions.

Ask The Experts

Qualified ventilating engineers are familiar with and follow the basic rules of ventilation. But a simple rule of thumb method is to allow 10 to 30 air changes per hour depending on conditions peculiar to your plant. Excellent results can be achieved by the selection of the appropriate fan for the specific conditions, as there is no such thing as a cure-all fan, although all fans move air either to exhaust or to ventilate.

Mechanical ventilation in its simplest forms consists of axial type fans mounted in wall openings and discharging air out into the atmosphere. These fans are available in small to large capacities, and with little or no resistance they produce satisfactory results at relatively low initial costs. However, this type alone will produce only limited results under some conditions. For example, a negative pressure will develop within the building, with the possibility of hot spots generated in some areas, where *replacement* air is not available. In the colder weather, uncomfortable draft conditions may prevail, and in order to keep them at a minimum, fans properly located to exhaust and to supply air must be used.

The following is list of fan types commonly used:

1. Roof or penthouse type
2. Axial type; either direct or belt driven
3. Centrifugal or blower type; either belt or direct driven.

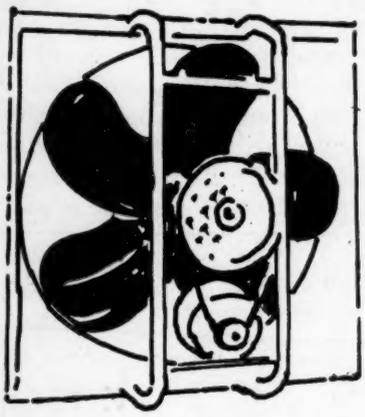
The best application of the roof or penthouse fan is for exhausting the warm air in the ceiling areas where temperatures are highest. Several of these fans may be used individually, directly over the tumblers, pressing areas, wash room and over the flatwork ironers. This is relatively simple for a single story building, but for a multi story building or a plant that is below ground level, the use of air ducts becomes necessary in order to efficiently achieve

IG THE LAUNDRY

laundanagers to consider all
keepe plant comfortable

the desired result.

To compensate for the amount of air taken out, an equal amount must be permitted to replace it either through open windows or doors or by fans to blow air in. Weather hoods and automatic shutters are a must for these fans in order to prevent backdrafts and rain from getting into the building.



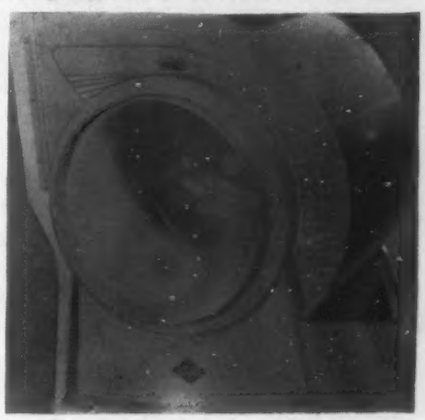
Axial type fans are easily mounted in wall openings, or baffled across window openings. An important feature to look for is provision for reverse rotation of the motor. This feature will enable you to use the same fan to exhaust and ventilate, at only a slight additional cost. These fans are available in sizes up to 30,000 c.f.m. Fans of this type are very efficient and relatively low in cost, and are easily installed at various points, enabling the areas of operation to have temperature conditions desirable for maximum comfort. In addition, properly located fans should prove adequate for overcoming outdoor temperature conditions year round, and providing comfortable working conditions indoors.

Centrifugal or blower type fans are most effective when used with a complete system of air ducts with adjustable openings properly located. However, caution must be exercised when planning an installation of this type. Accurate balancing of the complete system is important for most effective results. The desired features of this system are quietness and pinpointed effects. It is, therefore, the costliest of the three systems outlined.

A simple formula to use to calculate fan size, which works out very well, is as follows: first, we must know the cubic contents of the area by calculating length times width times height. Next, multiply the derived number of cubic feet times the number of air changes necessary—with 10 to 30 recommended for most laundries. Then we consult the manufacturer's tables for fan capacities and sizes in order to divide this into the total number of cubic feet to be moved in one hour. This number will be the number of fans required.

All laundries have their own peculiar conditions which present unusual problems, both physical and operational, so that any attempt to design a good ventilating system should be made by a qualified expert.

The roof or penthouse type (top). Centrifugal type of fan (bottom).



The information contained in this article is meant merely to clarify and guide those who would like to improve ventilating conditions in their laundries, and thereby improve working conditions and the efficiency of the laundry itself. □

Untrapped lint invites fire, pollution

Lint problems will increase in size in the same proportion as laundries increase in size and capacity—that's unavoidable. For lint problems have proven themselves as unavoidable as Death and Taxes.

It is impossible to ignore the problem, because with a severe accumulation of lint comes such hazards as fire, pollution of air surrounding tumblers, stopped-up exhaust venting . . . even explosion. All these liabilities exist in addition to the prime problem of returning linens "heavy" with lint to wards and operating rooms.

There have been greatly distressing consequences associated with improper lint collection: One medium-sized Midwestern institutional laundry closed, very simply because the LM could not put lint-free linens back on the shelves. In another institution, breathing became so uncomfortable, due to improper venting of lint, that the plant almost closed due to insufficient help. A large New York City hospital employed a man, full-time, to do nothing else but remain on the roof and free the circulators from the lint accumulation. Despite this desperate procedure, this plant's tumblers were almost unable to dry linen because of moisture feedback from the vents leading to the roof. They were so clogged with lint that they retained moisture, much like the cotton wadding in a cigarette lighter, and dripped it right back into the tumbler vents into the tumblers.

Lint problems can extend to areas one might not imagine were possible. One large southern institutional laundry was confronted with a complete re-roofing job—they thought. A clever employee suggested that the "rain leakage" problem from which the laundry suffered might be due to the accumulated lint deposits on the roof which prevented moisture from evaporating. Instead, it seeped through the roof and back into the building. He was right.

Aside from the inconvenient aspects of lint build-up, there exists a real danger of fire and/or explosion. Lint, being as light as it is, floating free throughout the laundry atmosphere, is extremely susceptible to spontaneous combustion. Even if a blaze were to break out in another part of the laundry, for entirely separate reasons, once reached, the lint-saturated air would burn with the intensity of gasoline vapor.

Problem Not New

In short, LMs have, over the years, been faced with a problem that is, in effect, a detriment to the product they turn out, a hazard to the welfare of the laundry and its employees themselves, and a liability to efficiency of operation. They have met the challenge with resource and skill. They have never ignored it!

In some cases clever LMs have rigged up homemade lint collection systems that have, to some degree, done the job. Others have availed themselves of one of the several types of manufactured lint collection systems. These manufactured systems usually work on one of two basic principles:

1. Paper Renewal Type

In this type, large exhaust ducts are placed over the tumblers. A vacuum housing unit on the roof induces an upward slipstream. Lint is sucked upward to a venting room, usually placed on the roof of the laundry. In this room a large roll of special paper is mounted on two rollers, very much like a roll of film in a camera. Because of a draft terminal point directly above the paper roll, the accelerated lint falls directly on the paper. When a pressure or heat switch calls for fresh paper, a motor activates the paper roll and pulls a length of clean paper into filtering position. Thus the exhausted paper is rolled onto the waste roller. When the entire roll of paper is used, a fresh roll is installed.

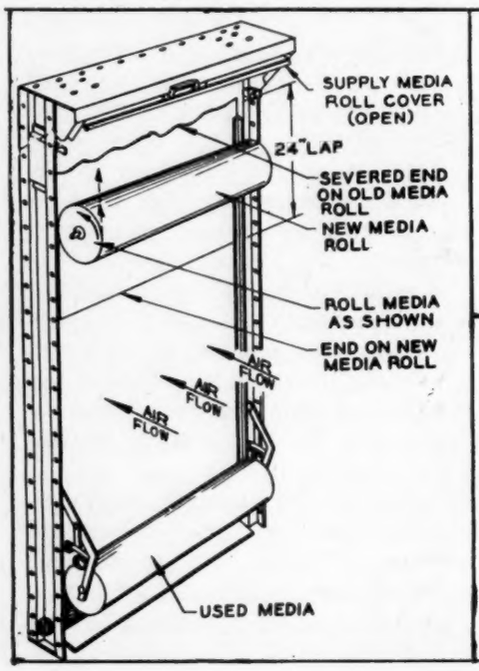
This system was originally developed for textile mills and is said to work out quite well in laundries.

2. Conveyor System

This type of unit usually consists of three major components: an exhaust blower; an enclosed lint trapping chamber; a regenerative-type centrifugal pump.

Before use, the conventional lint screen is removed from the tumblers. The new system is connected to tumbler exhaust lines, where negative

continued on page 46



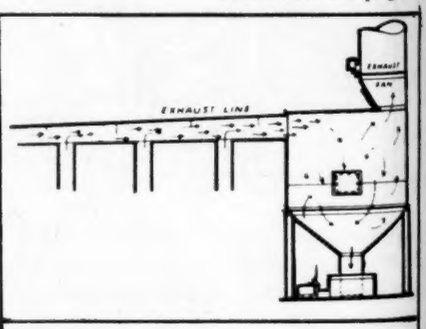


Diagram to the left shows the paper renewal type of filtering system used in some institutions. The diagram above is of the lint conveyor system, in which the line is carried through ducts to an enclosed trapping chamber, usually wet down with water.

GO H-K all the way!

from the break...to the blue

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NO. 996 UNIVERSAL DETERGENT...For laundering overalls, workclothes, floor mops and similar items. Removes grease better, rinses quicker, washes cleaner. Shorter washing formula. Safer to fabrics, too!

CLENITAL...The controlled-suds detergent that not only removes stains and grime more efficiently, but imparts a brilliant white to linen that can be seen in a single wash!

H-K DRY BLEACH AND DETERGENT...The single product with the triple action: removes stains... whitens...aids rinsing! Special soap-stripping action clarifies linen—assures fresh, clean, sweet-smelling work. Use right from the drum!

NUCLOR...Concentrated dry bleach and stain remover! Whitens while removing residual stains with maximum safety to the fabric.

SOURS...A complete line for every sour requirement! Includes the famous BLUFIXE, LUSTERFIXE, COLORFIXE—as well as the newer products BLUSOUR, ROLLFIXE, ATLAS RUST SOUR, among others.

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DRYTEX...For softness...pleasant handle...smooth feel. The softener with a "touch" of genius for shirts, towels, diapers, and linen—fabrics where finish, absorbency, and comfort are essential.

DIASAN...Gives linens an enduring antiseptic finish that helps combat the spread of germs from linen surfaces. Destroys Staphylococcus Aureus on contact!

LEVELON BLUE...The blue that takes evenly on **all** classes of work—never shows up albumen stains. Hard fabrics and soft fabrics—all come out the same uniform shade. Saves its cost in water alone!

YOU NAME THE PROBLEM...**H. KOHNSTAMM** CAN HELP YOU!

Kohnstamm's entire staff is at your service...field men, laboratory technicians and research men. Just give them your problems and they'll give you your answer. Kohnstamm will show you how to conserve linen, gain worthwhile savings in fuel, water, equipment, and labor. With Kohnstamm methods, you'll see the ultimate in brightness and stain removal. It is our way of extending a helping hand in the interests of better laundering through science.

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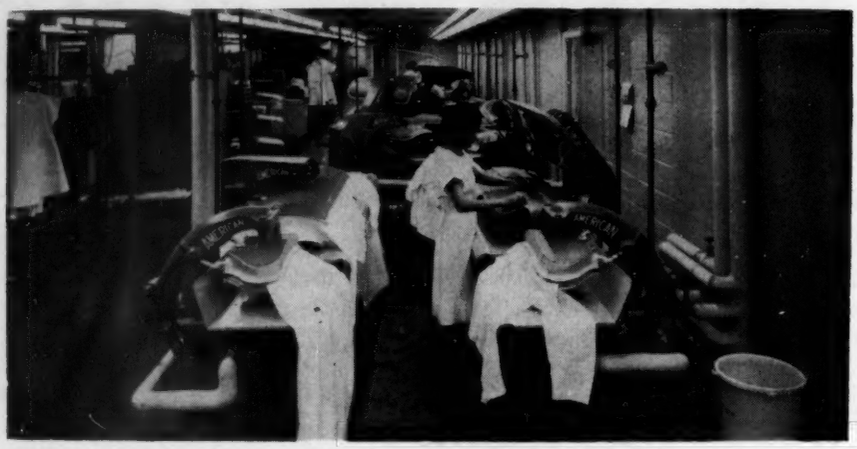
Circle No. 16 on Post Card

The Hilton drycleaning section is staffed by a drycleaner, who also serves as spotter, three press operators, a telephone operator and two runners. Reed supervises them all.



Guest laundry has been more than twice the figure expected. Here some guest shirts are being processed by one of the staff of 45 laundry workers. Guest laundry amounted to $1,250 during the first week the 800-bed convention headquarters was open for business.

Valuable LM controls all textile maintenance with pinpoint accuracy

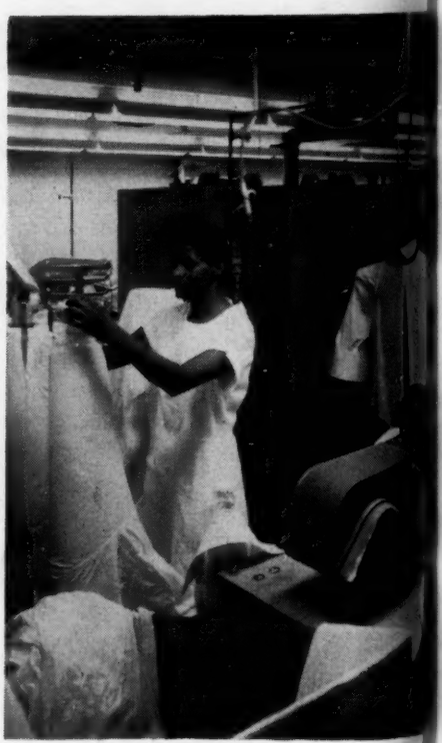
Ernest Reed of Denver's Hilton Hotel sees that the 22,000 pounds of daily laundry, the drycleaning and valet work are done according to schedule and in good condition

One of the most efficient institutional laundry operations in the country is found in the $26,000,000 Hotel Hilton, Denver. Here, LM Ernest Reed supervises the production of between 18,000 to 22,000 pounds per day—and achieves this with almost pinpoint accuracy in guiding production scheduling.

Principal reason for this success in handling the tremendous work load of the year-old Hilton, largest hotel between Chicago and the West Coast, is the fact that Reed has assumed full responsibility not only for the laundry, but also for the drycleaning department, the valet shop, and all 18 linen rooms throughout the hotel.

"Taking charge of all these departments, many of which are normally under the direction of the housekeeper, is a big job," Reed admits. "However, it helps me in my primary duties because, by watching laundry production and the flow of linens from each of the linen rooms, as well as the valet shop load, I can match production very closely."

The distribution system focuses on the 125-foot long main linen room which supplies 18 separate



The latest equipment, such as this shirt unit, speeds work in and out of the huge plant.

linen rooms on as many floors throughout the hotel. Distribution to the linen rooms is based on a standard five per cent over supply. This fluctuates somewhat according to the requisitions of the floor housekeepers, each of whom handles two floors in the hotel; room occupancy load as furnished the laundry daily by the registration desk, and, of course, such factors as conventions, meetings, and other large assemblies which increase the food linens load. A major point in the heavy load which the laundry has handled to date is the Hilton policy of making up all beds with three sheets, which automatically adds one-third to the flatwork load. (The guest is sandwiched between two sheets and the blanket is sandwiched between two sheets.)

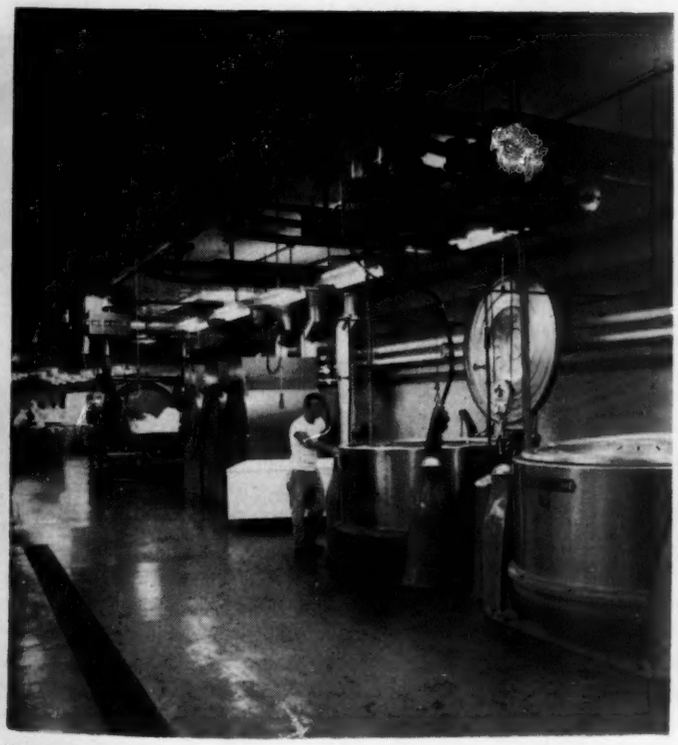
All linens are distributed by two "runners" who use three service elevators to reach the 18 linen rooms. Each linen room is inspected by Reed daily. The runners maintain the five per cent over-demand minimum which has been established for each floor. Originally, it was planned to use runners during the daylight hours, but it was soon found that even the service elevators, completely removed from hotel guest traffic, were so busy with the Hilton's 1,200-plus employees that night-hour runner distribution, by heavy canvas truck, was the only solution. The runners, in two shifts, are also responsible for all guest laundry and drycleaning, answering calls, delivering the linens through the hotel's safety doors, and checking with the desk for guests who have asked for room changes.

Valet Shop Was Problem

The valet shop was an unexpected problem for Reed. It has received a heavier call for laundry and drycleaning than anticipated. In addition, the majority of Hilton employees wear uniforms with wool trousers or skirts, cotton jackets or coats. In the rush to meet a planned opening deadline, the hotel was able to furnish only one uniform to most employees for the opening month. This, of course, put a heavy demand on the valet shop for quick service. Guest laundry has been more than twice the figure expected. During the first week the hotel was open, revenue production on guest laundry amounted to $1,250.

The drycleaning department is staffed by a drycleaner, who doubles as a spotter, three press operators, one telephone operator who receives the orders, and two runners. Supervising this setup along with his other multiple duties, Reed has found much convenience in a pneumatic tube which connects the auditing department at the registration desk directly with his own office. All telephoned orders for laundry and drycleaning service are made up on forms in the valet shop, a daily breakdown furnished to Reed's office, and a copy sent to the auditor, for transfer to guests statements daily. Because a complete review of all valet service passes over his desk every day, Reed can balance the scheduling of his production more exactly. A "priority system" guided by the linen room, had to be established from the very beginning, resulting in unexpected switches from flatwork to food linens, but this situation is gradually settling into a stable production system.

Ernest Reed is an LM who wears many hats. By wearing them with style, he has shown that when it comes to accepting responsibility, for the aggressive, ambitious laundry manager, only the sky's the limit. □



Extractor baskets accept the work of the three 400-pound washers, a 250 pounder and a 50-pound pony unit. Plant is in fourth sub-basement.

Flatwork production has been facilitated by automatic folder, which feeds directly into adjustable steel shelves in main linen rooms.

LMs feel colored linens prove beneficial to their institutions

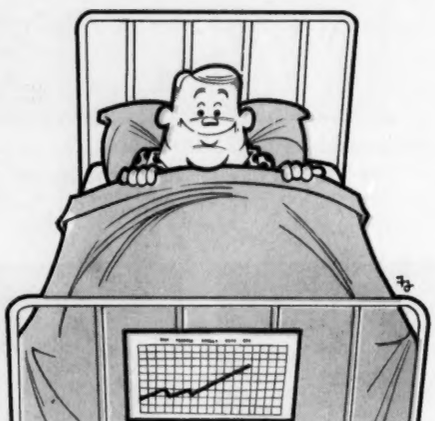
Whether "store bought" or "home dyed," color serves as identification system, aid to mental state of patients, and/or glare reducer.

by **FRITZ FIELD**

Hospitals, generally, are becoming more colorful. The interiors have changed from a cold, institutional austerity to a bright, warm friendliness, with a resulting beneficial effect on the mental state of the patient. In addition, colored linen is being used more frequently and proves useful in many ways where distinctiveness and individuality are desired.

Some institutions use dyes for facilitating identification of certain types of linens. For example, yellow for isolation wards and gray or blue for the delivery rooms. This eliminates problems involved with hard to find and hard to read ink markings. In addition, more and more institutions prefer a dull green linen in the operating rooms. This color absorbs the light, instead of reflecting it as white does, and reduces eyestrain by cutting down the glare.

Should colored linens be bought or is it advantageous to purchase bleached or unbleached white linen and dye it in the washwheel? Management has become very critical of "Do It Yourself" methods and has found in many instances that "Ready Made" items, though sometimes higher in their original cost, may be preferable for various reasons. Quality and cost are the decisive factors to determine whether to buy colored linens or to do the coloring process in the institutional laundry. The answer may very well vary depending on the use of the linens. Bed linen is preferred to be in pastel shades and it may be worthwhile to pay a premium for the uniformity and eveness of factory dyed sheeting. It has to be considered though that pastel colored sheets are only made from muslin type 128 and percale type 180 because the housewife is considered the potential buyer. The utility type of muslin with a thread count of 140 as it is used in most institutions for longer wear is not



available in soft subdued shades. For other items, particularly for operating room and obstetrical linens, the institutional laundry manager can make a definite contribution toward better economy by vat dyeing in the washwheel.

The kinds of dyes used in coloring linens are of the utmost importance if any degree of permanence is to be obtained. Dyed linens that will not stand thorough washing have no place in a hospital. The laundry should be able to use high temperatures and the correct chemicals for perfect sterilization without fear of running or fading colors. The direct dyes do not have these desired properties; thus the color fades after several washings, necessitating frequent redyeing.

Vat dyes do afford the necessary degree of fastness. They will stand boiling in soap suds and will not be affected by bleach. In the ordinary state, vat dyestuffs consist of fine, dispersable organic pigments that are insoluble in water and have no affinity to any textile fabric. To make them soluble, it is necessary to treat vat dyes with a strong reducing agent in a strong alkaline medium. In this reduced stage the dyestuff has a strong affinity toward all cellulose textile fibers, such as cotton and linen. The final fixation of the reduced dyestuff on the fiber takes place through an oxidation process, which permits the formulation of an insoluble compound of the original dyestuff on the fiber.

Thus ordinary dyeing with vat dyestuff consists of three basic steps:

1. Reduction of dyestuff to make the pigment water soluble.
2. Dyeing
3. Oxidation for the purpose of again forming the water-insoluble pigment, this time on the fiber.

The relatively large amount of linen treated in a relatively small amount of water in a washwheel makes penetration and leveling during the dyeing process difficult. It is therefore, necessary, first of all, to find a means of distributing the dyestuff evenly on the material. This is accomplished through the following procedure:

The dye bath is made up with the addition of the necessary amount of caustic soda, the dyestuff in pig-

NOW CONTROL STAPH *ECONOMICALLY*

with NEW Hospital Tested

BIOSTAT

99.9% Bacteria-free linen for less than 1¢ per patient per day

BIOSTAT creates a "Protective Aura" around laundered fabrics, preventing germ growth.

WHAT IS BIOSTAT—BIOSTAT is a new laundry bacteriostat that prevents the growth of Staph, fungi and other pathogenic organisms on hospital linen. Once applied, BIOSTAT provides continuous protection for patients and personnel against disease bacteria and infection. BIOSTAT treated linens retain this ability to fight infection while in storage, in use and in the presence of organic soils.

PROVED EFFECTIVE BY HOSPITAL TESTS — BIOSTAT has been hospital tested with outstanding results. After one application, bacteria count was reduced 98.6%—after three applications 99.9%. The "Aura of Protection" around treated fabrics is continuous protection against the ever present dangers of linen contamination and cross infection.

HOW BIOSTAT IS USED—BIOSTAT is in powder form, ready to use—requires no mixing. Packaged in convenient 50 lb. fiber drums, it is easily added to the last rinse directly from the container. It is compatible with the usual last rinse additives such as sour, softener and starch.

SAFE TO USE—BIOSTAT is non-toxic and non-irritating and in no way adversely affects fabrics.

ECONOMICAL—BIOSTAT costs only 4¢ per 100 lbs. of wash . . . *less than 1¢ per patient per day* and imparts bacterial inhibition that is unsurpassed by present bacteriostats costing many times more. BIOSTAT removes the high cost of effective bacterial control on hospital linen.

For methods of testing, results and other pertinent information, read the reverse side carefully.

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Proof of BIOSTAT Effectiveness

METHOD OF TESTING—The effectiveness of BIOSTAT for inhibiting the growth of Staphylococcus aureus, fungi and other pathogenic organisms on laundered fabrics was determined by the Viable Cell Count Method (detailed procedure available on request). This method was chosen because it demonstrates by actual cell count the extent of bacterial growth. Here's how each test of BIOSTAT was conducted:

Two loads of hospital linens were laundered—one untreated—the other with BIOSTAT added to the final rinse, using one ounce of BIOSTAT per 100 lbs. of dry fabric load. Test swatches were taken from each load and inoculated with Staphylococcus aureus (strain 209, FDA). The bacteria were allowed to incubate for 48 hours at 37° centigrade.

RESULTS OF VIABLE CELL COUNT TEST—Test swatches taken from the untreated load showed prolific growth of the test organism. Swatches taken from the BIOSTAT treated load showed an average reduction of 98.6% in bacterial growth (see illustrations below). After three washings with BIOSTAT, bacterial growth was reduced 99.1% to 99.9%.

OTHER ORGANISMS CONTROLLED BY BIOSTAT — Numerous tests in laundry studies prove that the active ingredient in BIOSTAT prevents the growth of Escherichia coli, various Pseudomonas, Proteus vulgaris, Salmonella typhosa, as well as fungus organisms such as Chaetomium globosum, Fusarium oxysporum, Penicillium expansum and many more bacteria and fungi too numerous to mention.

MOST ECONOMICAL—Protection against Staph., fungi and other germ growth is only half the story. Economy is the other half. For BIOSTAT costs only 4¢ per 100 lbs. of wash . . . *less than 1¢ per patient per day.* NOW at this low cost every institutional laundry can take advantage of this clinically proved method of fighting Staph. and cross infection.

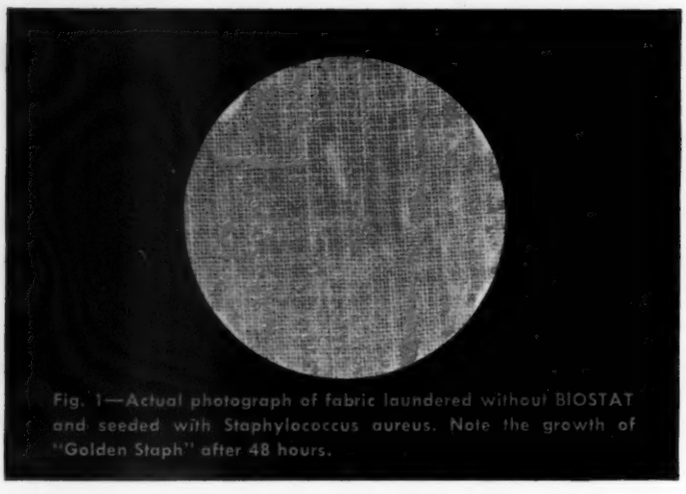

Fig. 1—Actual photograph of fabric laundered without BIOSTAT and seeded with Staphylococcus aureus. Note the growth of "Golden Staph" after 48 hours.

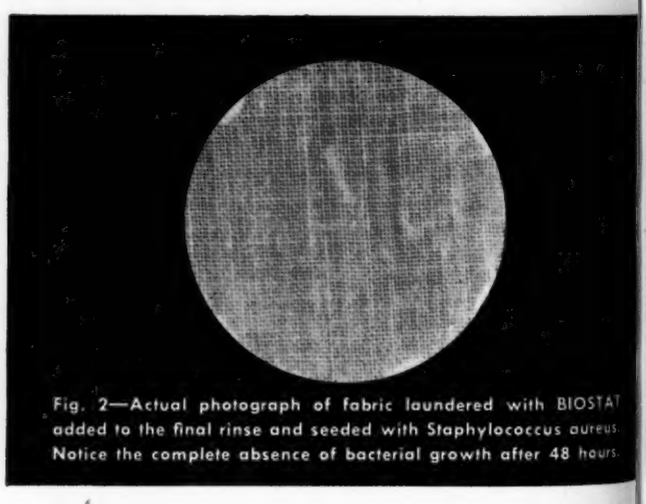

Fig. 2—Actual photograph of fabric laundered with BIOSTAT added to the final rinse and seeded with Staphylococcus aureus. Notice the complete absence of bacterial growth after 48 hours.

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Gentlemen: We are interested in New BIOSTAT.

Please send Data Sheet, Literature and Price ☐

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Ship prepaid _____ 50 lb. drum(s) of BIOSTAT

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JOBBER INQUIRIES INVITED

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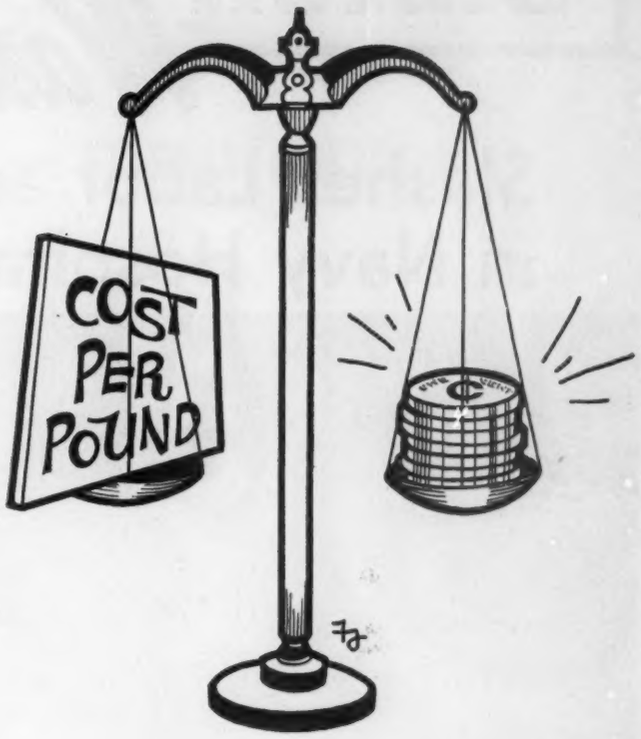
- Dyeing costs 7 to 10 cents
- Linens will stand boiling
- Supplies do not affect dyes
- Three steps for vat dyeing
- OR and OB linens always colored



ment form is then added, and the solution is mixed thoroughly by running the machine for one minute.

The machine is then loaded with the extracted, previously washed linen, and the fine, dispersed dyestuff is evenly distributed on the material by running the machine for 15 minutes.

In the next step, the reducing agent, sodium hydrosulfite, is added at intervals. This permits the dyestuff that has been deposited on the material to accomplish the actual dyeing process.

After draining the dye solution, oxidation is effected by several rinses in cold water, until the alkaline medium is eliminated.

The goods are then washed at 180° temperature to remove the excess dye that is not fixed on the fibers.

The dyestuff on the fabric again consists of insoluble pigments. This explains the fastness of vat-dyed goods and shows why they may be washed safely with white goods.

The cost of dyes and chemicals for the operation is about 7 to 10 cents per pound of linen, depending on the color used. This compares very favorably with the price paid for factory dyed goods. A colored sheet, weighing one and a half pounds, may be 50 cents more expensive than the same sheet in white. By assuming this extra duty, the laundry manager has an opportunity to demonstrate his interest in the institution and to perform an invaluable service.

200 Pound Recipe

Formula for vat dyeing:

Washwheel used—42 x 84 inches (rated capacity 350 pounds).

Dry weight of linen—200 pounds.

Water level of dye bath — 13 inches.

Temperature of dyebath—150°F.

1. Fill washwheel with hot water 150°F., 13 inches.
2. Mix 10 pounds of caustic soda in pail of *COLD* water.
3. Add to washwheel.
4. Add any wetting agent.
5. Mix 40 ounces of dyestuff with lukewarm water in 10 gallon crock.
6. Add mixture to washwheel.
7. Run machine for one minute.
8. Add 200 pounds of linen.
9. Run machine for 15 minutes.
10. Add four pounds of sodium hydrosulfite dissolved in cold water.
11. Run machine for 5 minutes.
12. Add four pounds of sodium hydrosulfite dissolved in cold water.
13. Run machine for 5 minutes.
14. Add four pounds of sodium hydrosulfite dissolved in cold water.
15. Run machine for 5 minutes.
16. Add four pounds of sodium hydrosulfite dissolved in cold water.
17. Run machine for 10 minutes.
18. Dump solution.
19. Cold rinse.
20. Cold rinse.
21. Cold rinse.
22. Heavy suds.
23. Rinse.

The chemicals for different washwheels and different loads should be used in proportion to this formula. Washwheels should not be loaded in excess of 60 per cent of their rated capacity. □

Fritz Field, former president of the National Association of Institutional Laundry Managers, now laundry manager of Mount Sinai Hospital, New York, has been vat-dyeing linens in his plant for many years.

BRAUN UNIT—WASH Washer-Extractor

Slashes Labor and Material Costs in Navy Hospital Laundry . . .

SHARP chop in labor costs . . . marked savings in supplies . . . faster, easier production and elimination of human error. These are the benefits realized by the installation of BRAUN Washer-Extractor-Shake-out units at the 1,500-bed Portsmouth Naval Hospital.

One woman and a man now handle the volume formerly requiring six . . . one person could do the work in an emergency.

The monthly load of up to 270,000 pounds is easier to "handle" . . . valuable time is saved in shake-out after extraction . . . wash hours are reduced even with curtailed personnel. Operation is quieter, smoother.

Above: Laundry room in Portsmouth Naval Hospital. Four—Automatic 400 lb. units. One—Automatic 100 lb. unit.

Data from American Laundry Digest, February, 1961 article

Over 1,200 installations . . . processing over 10,000,000 lbs. per week

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200	375-400
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Efficient LM gets 100 pounds steam pressure — maintains it

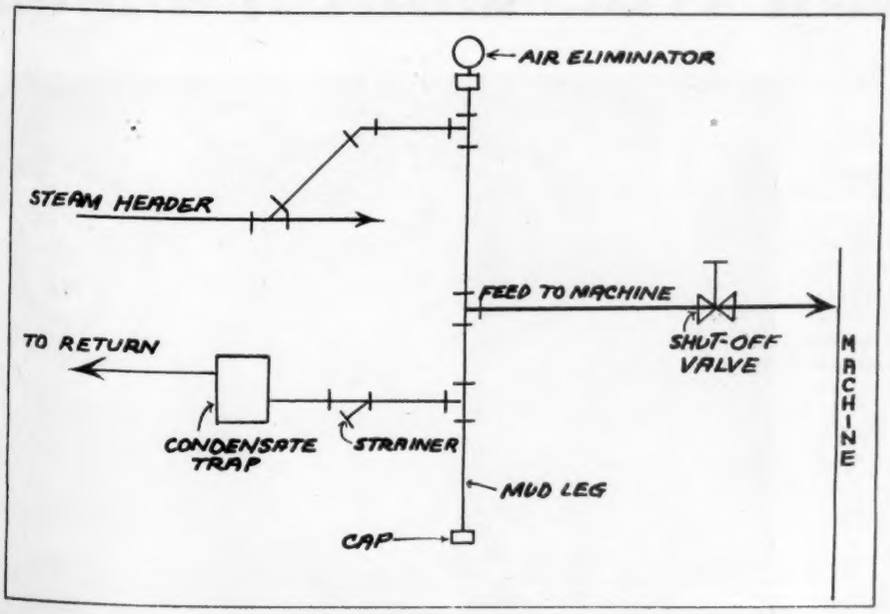
by RUBIN BRAUN
LM, BETH ISRAEL HOSPITAL
NEW YORK CITY

To Mr. Webster the word steam means an invisible vapor formed from water heated to the boiling point, and under pressure, supplies energy for heating, cooking or mechanical work. To the Laundry Manager steam is that substance which enables him to earn a living. Without it his laundry does not function.

In ancient times, wood or coal fires, heated coals or stones, sometimes hot water were used to impart heat directly to surfaces, as for example the flat iron. More recently, burning gases and electrically-heated coils performed the work of imparting heat to surfaces. However, because today we are concerned with a more *transmittable* form of heat-energy, we are concerned with the creation of steam. And the most economical and best means of creating steam, in this writer's opinion, is by burning fuel oil.

In some large cities steam can be purchased from a central steam generating plant which runs feeder mains under the streets. But, for the most part, steam for laundry use is produced in the same building by the combustion of gas, oil or coal within a boiler which is, basically, an enclosed pressure vessel, until the to the boiling point — 212°F water within this vessel is heated at sea-level atmospheric pressure of 14.7 pounds per square inch (p.s.i.). Thus, basic *solar* energy, stored in gas, coal or oil, is converted into *active* energy for use at a relatively distant point.

STEAM LAYOUT FOR FINISHING EQUIPMENT



Because laundry equipment demands a high temperature to maintain drying ability, steam pressure must be increased from 0 pounds p.s.i. gauge, during continued heating or vaporization in the boiler, until 100 p.s.i. (plus a 25 per cent pressure-drop factor) is achieved and can be maintained. The water is now a vapor, or dry saturated steam, at 338°F which, upon condensing within the ironer or press chest, imparts this "heat of vaporization" to the heating surfaces, then on to the fabric to evaporate its moisture.

Reading Gauges

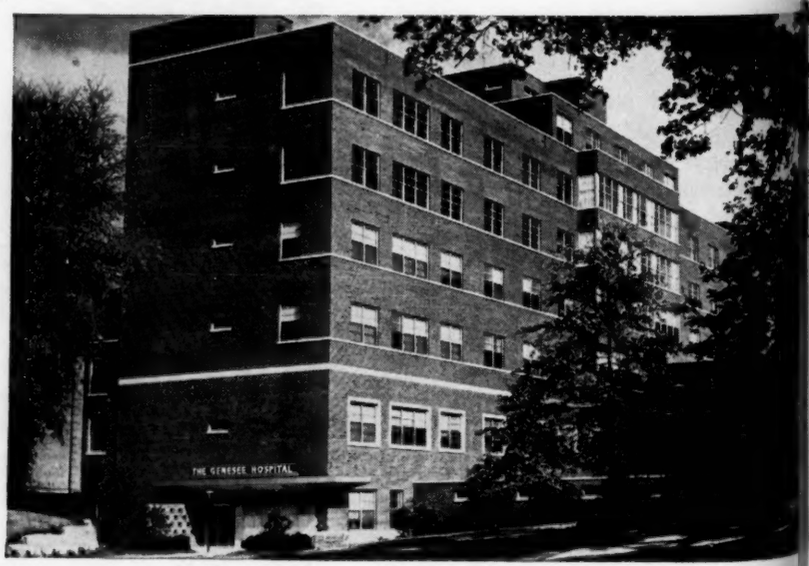
Atmospheric pressure at sea level, as mentioned previously, is the *weight* of air pressure in all directions against all matter on earth. At sea level this pressure equals 14.7 pounds per square inch of surface. In measuring both steam and air pressure, 14.7 p.s.i. is considered zero pounds *gauge pressure*. All gauges read the *applied* pressure *above* atmospheric, as we will do here. Thus, gauge readings plus 14.7 p.s.i. will give the *absolute* pressure.

To measure the heat necessary to bring water to the boiling point, and then to proper pressure-temperature of steam, a standard—the British Thermal Unit—is used. One *Btu* of heat will raise one pound of distilled water one degree Fahrenheit under standard conditions. Therefore, 180 Btu's will be required to bring each pound of water from 32°F to 212°F, the boiling point. But it will take 970 Btu's to

CREATIVE RESEARCH • QUALITY PRODUCTS • PROFESSIONAL SERVIC

"WE COULDN'T BE MORE PLEASE

Above: Mr. Robert Kennedy, President of the Western New York State Laundry Managers' Association and laundry manager of the Genesee Hospital (at right), Rochester, New York, and Nurse (Mrs.) Judith Steensma examine a uniform starched with Primary Size.



The Genesee Hospital

A VOLUNTARY NON-PROFIT COMMUNITY HOSPITAL • 224 ALEXANDER STREET, ROCHESTER 7, NEW YORK

LAWRENCE J. BRADLEY, DIRECTOR

Wyandotte Chemicals Corporation
J. B. Ford Division
Wyandotte, Michigan

Gentlemen:

Our introduction to Wyandotte Primary Size was in 1954. I must admit, since we had been using cooked starch for years before, we were quite skeptical as to its merits. It just seemed too simple an operation to give comparable results. We couldn't believe that adding a little powder to the washwheel at the end of our standard formula would give the same effect as our complex "taffy making" methods of the past. Our fears proved to be unfounded and our starch cooker became as obsolete as a buggy whip.

Here at the Genesee, our housekeeping maids, nurses' aides, kitchen workers, graduate nurses, and student nurses all receive uniforms that have been sized - each classification to a different degree of stiffness. This doesn't mean a multitude of changes in any "cooking formula" - just a simple addition or subtraction of a few ounces of Primary Size to the standard procedure. The result - a fine crisp uniform "custom finished" to the individual's liking.

From the press production standpoint our results couldn't be better. No lost time cleaning press heads, no starch encrusted hands from press work layout, and no rewashes of "shine spot" nurses' caps, collars or cuffs.

I hesitate to go into production gains made possible by our change to Primary Size since this entails figure percentages which usually only interest mathematicians. Instead, let me say that we couldn't be more pleased with Wyandotte Primary Size. Until someone produces that "magic button" which will finish all linen at a flick of a finger, we will continue to use it.

Very truly yours,

THE GENESEE HOSPITAL

REK:sm

Robert E. Kennedy
Laundry Manager

SE WITH WYANDOTTE PRIMARY SIZE"

Wyandotte Primary Size®—the modern sizing—can please you, too. It can give your work the ll-day neatness of starch without the stiffness. Fabrics are firm in texture and finish to a silky heen. Easy and economical to use, Primary Size may be added dry to your wheel to reduce extraction time, speed production. Take a tip from Robert Kennedy and the Genesee Hospital. Order Primary Size from your Wyandotte distributor today.

Wyandotte Chemicals
J. B. FORD DIVISION
WYANDOTTE, MICHIGAN • LOS NIETOS, CALIFORNIA • ATLANTA, GEORGIA

Circle No. 38 on Post Card

- Maintain a 125-pound steam setting
- Prevent heat loss by insulating steam lines
- Keep regular inspection, maintenance schedule

heat each pound of water to dry saturated steam at 100 pounds p.s.i. gauge 338-degrees, for laundry use.

Laundry equipment will dry fabrics at very low pressures, but in a very long time. The fabric may even dry in air in a few hours. But the efficient laundry must keep processing time to a minimum. Manufacturers, the A.I.L., and other laundry associations have done considerable processing tests on equipment. It was found in one instance that the drying time increases 35 per cent at 90-pounds p.s.i., or 10-pounds drop, and *71* per cent at 80-pounds p.s.i., or 20-pounds drop. These tests were conducted on shirt cuffs, on a press. The cuff was considered dry with three per cent residual moisture, or 97 per cent moisture removed, since the atmosphere will normally re-deposit a percentage of moisture after pressing 100 per cent dry. For fast press operators on production only, the 20-pound difference in pressure would necessitate a slowdown for proper drying. This might mean a loss of as much as 40 per cent in the amount of garments they could press.

In the efficient flatwork ironer, where drying is accomplished by moving damp fabric across a heated surface, 100 pounds p.s.i. of steam will allow faster running time, since a quicker pass of fabric over the chests will dry as well. If the equipment is running at top speed, fuller coverage of the heated surface can be achieved, as well as closer feeding. This may *not* mean a proportional gain in pounds per operator per hour, due to the higher efficiency required of the operators. A decrease of 100-pounds will definitely result in lowered production,

Maintaining Pressure

How can we maintain 100-pounds pressure p.s.i. at the equipment, and get the most benefit from both equipment and steam? The first thing is to set the pressure-regulating valve on the main line or header so that pressure over 100-pounds will be used to compensate for the pressure drop between valve and machine. The longer the pipe run, the higher the setting required. A 125-pound setting should deliver 100-pounds after a long run. Secondly, steam pipings and fittings should be wrapped with insulation to prevent loss of heat. The piping and valves and fittings must be installed so as to give minimum pressure loss. For instance, 45-degree elbows lose half as much pressure as 90-degree elbows. Globe valves offer 45 times more resistance than gate valves. Use a globe valve only where throttling is required. Each machine should have its own shut-off valve to avoid closing the main, and thereby all machines, when repairs are being made.

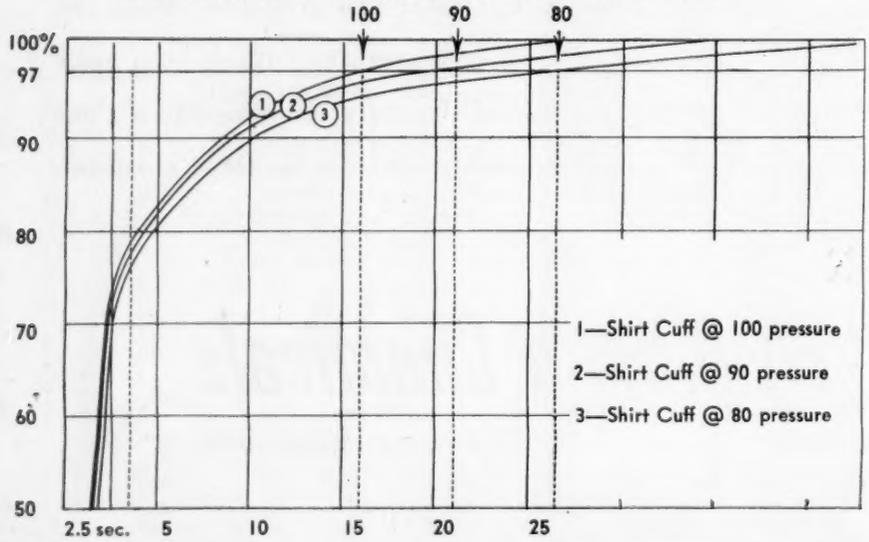
Find Leaks Fast

Leaks and corrosion must be quickly found and repaired to prevent heat and water loss. Flexible hoses or loops in piping should be in the line to absorb contraction and expansion.

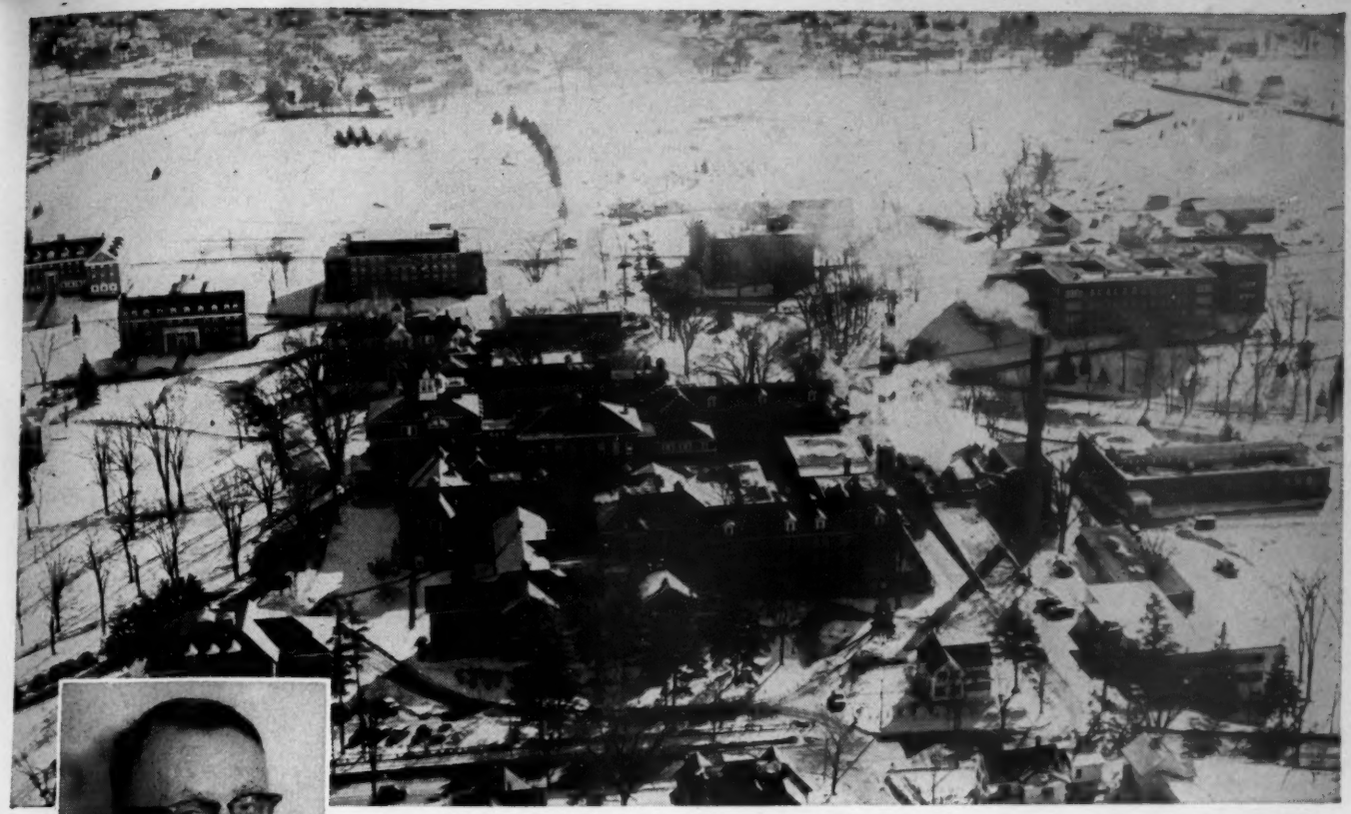
Beside steam, piping may also carry two thieves of heat and pressure—condensate or water, and air. Each takes space in the pipe, but being much lower in temperature will lower efficiency. To remove the water, piping should be installed at about a one-inch per 10-foot pitch in the direction of flow for water drainage, with condensate traps at all low points draining into the return line, with a mud line, or corrosion pocket ahead of the trap.

All steam equipment can be effectively controlled by regular inspection and maintenance, and should give you efficient, economical finishing. □

EFFECT OF STEAM PRESSURE ON DRYING TIME



Rubin Braun, past president of the Metropolitan Institutional Laundry Managers Association, is the Laundry Supervisor of the Beth Israel Hospital in New York. He is a frequent contributor of technical articles to laundry trade journals.



New Hampshire State Hospital uses KEEVER-BEACH Products "with considerable satisfaction"

Peter Barry, Laundry Manager for more than 40 years, says, "We have always taken pride in the quality of work we turn out and we buy the kind of products that enable us to keep our standards high".

"Even though we buy on bid prices, we demand top quality in all laundry supplies. In recent years, we have been using several Keever-Beach products with considerable satisfaction."

This fine State Hospital is only one of hundreds of leading institutions which use Keever-Beach products. They know they can depend on Keever-Beach quality for the best results in every wash.

And when there is a new product . . . or a problem . . . or a new set of conditions, they know they can depend on Keever-Beach Salesmen. As Peter Barry told us, "Your representative in our area has repeatedly demonstrated a thorough knowledge of laundry operations and an understanding of our special problems".

a KEEVER-BEACH Product for every operation from Break to Finish

ALKADET — a complete high alkali detergent for heavy soiled goods.

PRIME SOHP — a complete soap, supercharged with washing ingredients combined to provide the finest laundering.

PHOSRITE — soap regenerator . . . improves the quality of work by converting lime soap deposits into active soaps.

HYCON — high concentrated dry chlorine bleaching compound, made especially for professional laundering.

SATINETTE — a blend of Wheat and Corn Starch . . . thin boiling, noncongealing, can be used hot or cold.

SATINETTE QS — Quick Starch; it's pre-cooked, complete in dry form, ready to use. Both SATINETTE and SATINETTE QS are ideal for shirts, uniforms and all wearing apparel; also curtains and other flat work.

ULTRA-LITE — fluorescent whitening sour, high neutralizing, high solubility, eliminates bluing.

PRESS PADS and IRONER PADDING — best grade steel wool, knitted to provide an even surface and long life.

KEEVER-BEACH *Products*

THE KEEVER STARCH CO., COLUMBUS, OHIO

Circle No. 15 on Post Card

Souring key to Quality

by **W. B. APPLEBY**
Mgr., Laundry & Textile Dept.
WYANDOTTE CHEMICAL CO.

To the laundry manager, sour is a very important washroom supply because it helps maintain a high degree of whiteness and holds the rinsing operations to a minimum.

The souring operation is the final touch to top quality washing. It's important in that it enhances the color of the work, improves stain removal and helps control tensile strength loss.

Residual alkali or bicarb from the wash water, if allowed to remain in laundered fabrics, are likely to produce yellowing and undue tensile strength loss at ironing temperatures. Therefore, it is important to neutralize the residual as well as the bicarb in the water supply with a sour.

Fluoride base sours are quite generally used today in proprietary sours. Proprietary compounds of sodium acid fluorides, sodium silica fluorides, zinc silica fluorides and ammonium acid fluoride are very effective in alkali neutralization. The sodium acid and ammonium acid fluoride base compounds are excellent in rust removal action. All of these type sours are safe on fabric, which is of utmost importance.

The laundry manager senses these benefits and advantages derived from correctly souring the work, just as the chef senses the importance of a touch of seasoning to flavor food. It's their stock and trade!

In laundering, whether the work is good, bad or just mediocre will depend on plant conditions, supplies used and their application. And, the souring operation plays an important role in quality laundering. Indeed it is an essential washroom supply!

For all practical purposes, souring accomplishes three things—1) neutralizes any bicarbonate alkalinity that may be in the water itself as well as any residual alkali from the suds operation that the rinses do not remove, 2) removes some stains such as iron oxide and medicinal stains, 3) develops a high degree of whiteness in conjunction with the blue or a fluorescent dye.

The neutralization benefit of souring has far reaching effects in controlling tensile strength loss and holding it to a minimum.

For quality washing, great importance should be attached to an adequate supply of soft water and the proper neutralization of the bicarb content in the souring operation.

The parts per million of bicarb in the water supply will determine the amount of sour to use to obtain the correct pH. Parts per million in water can be determined with a simple test made by the laundry manager or the supply manufacturer's service representative.

Rule of Thumb

Generally speaking, a good rule to follow in souring high bicarbonate water is one to two ounces of sour per hundred pounds of work to 100 parts per million of bicarbonate alkalinity in the water supply. If the bicarb count is higher, more sour will be required.

Usually flatwork is sufficiently soured at a pH 6.0. Starch work should be soured to a pH range of 5.0 to 5.5.

Since cotton fabric absorbs alkali during the washing operation it is a good idea to make spot checks in the washer to get the true pH of the work.

In many hard water areas even after the water supply has been softened, the bicarbonate alkalinity content may be as high as 200, 300 or 400 parts per million. This will naturally retard rinsing to where it will be difficult to remove the residual (ortho silicates, etc.) alkali in the normal number of rinses. Both the residual and the bicarbonate alkali should be neutralized in the sour bath. If it is not, then the ironing temperature will convert it to carbonates and a poor grade of work will be the result and the tensile strength of the fabric affected.

In plants experiencing difficulty from rust, both the sodium acid and ammonium acid base proprietary sour compounds are very effective in removing and controlling iron oxide stains caused by the water supply, and direct contact with metal, such as safety pins, etc.

The souring operation sets up a fixer for the blue, bringing out a brilliant, sparkling white color; also sharpens and brightens the colors in colored work classifications too.

The blue operation requires a trained eye to obtain just the right tint to the work for the desired whiteness.

Fluorescent sours are also in use today. They are very effective in alkali neutralization and provide time and water savings because the bluing operation is entirely eliminated. Moreover, this type sour provides uniformity of color and a high degree of whiteness.

It is considered good washing practice to run the sour bath on flatwork at approximately 90°F. to 100°F., starch work 110°F. to 120°F. Sufficient running time of three to five minutes should be allowed for the sour operation at a low water level. These temperatures and sufficient souring time will assure proper penetration of the sour into the fabric and effect maximum neutralization results.

Proper application of all supplies is a must for quality washing and souring is the final touch in producing top quality laundering. □

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THE 37" DROP THAT SPELLS 50 pounds of clean clothes

Three models:
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The big *37" drop* and vigorous washing action of the Huebsch Washer remove dirt from all kinds of fabrics. You will find the Huebsch 50-pound Washer at work wherever small and medium-size loads have to be done economically. Its stainless steel construction and sturdy mechanism, developed and designed from over 30 years' open-end tumbler experience, assure you of low-cost, trouble-free performance. Simple V-belt and chain drive. No hidden gears. You can buy the Huebsch 50-pound Washer at a price only a little more than a 25-pound washer.

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ORIGINATORS

Milwaukee 1, Wisconsin

World's Largest Manufacturer of Open-End Drying Tumblers

Circle No. 14 on Post Card

Auto laundry washes 500 towels a day—as many as a 100-bed institutional operation

Laundry equipment is located directly to one side of car wash ramp, thereby saving steps.

"House" laundry enables Windy City car-wash to slash inventory

"I've been told," says Jack Smith, owner of the Lincoln Car-Wash on Chicago's North side, "that a 100-bed general hospital washes about 500 towels a day. Well, that's about the number of towels I wash a day in my operation."

In 1955, when he first opened his enormous car-wash, Smith installed a 25-pound stainless steel washer and a 40-pound, ball-bearing, high-speed extractor. At that time the $2,000 dollar investment was considered a complete waste of money by competitive car-wash owners. But because of the success of the system, many of them have since followed suit.

Depending on such factors as the day of the week, the season, the weather, Lincoln Car-Wash will keep 12 to 25 attendants busy. Anywhere from 50 to 200 grimy cars are washed in a day. As a result, up to 500 filthy towels and 25 heavily-soiled uniforms must be processed in a day. Says Smith: "Although it sounds like a big job, and it *is* a big job, our system has enabled me to cut down drastically on the inventory of towels and uniforms I keep on hand. And the work is done just the way we want it, too."

It takes the full-time service of one worker to handle the car-wash laundry. No one worker is permanently assigned to the laundry. Several of his most trusted employees alternate on the assignment. No dryer is necessary because a damp-dry towel is preferred for washing cars. A completely dried one might scratch the surface of a car.

Half-hour service

At the end of the car-wash ramp Smith has placed a large bin where all dirty towels are placed. When there is a large enough accumulation, they are washed. The washer and the extractor are placed directly to one side of the car-wash ramp, cutting down the steps required to complete the operation. Towels go through the washer in a 21-minute cycle, with a five-minute cycle taking care of the extracting. Thus, in less than a half-hour the same set of towels is ready to be used again. Everything is washed in a regular detergent formula.

Worker's uniforms are washed at the end of the day. They are not washed with the towels. They are soaked overnight, hung the next morning, and each worker is able to change into a fresh- snow-white uniform at the midday meal break.

"By having our laundering facilities right on the premises we are able to keep our uniforms clean and fresh-looking," says Smith. "If we sent them out we would either have to double or triple our uniform inventory, or settle for a less tidy worker's appearance."

"Any large car-wash can set up its own laundry for about what it cost us—$2,000. The only other expenses are the cost of detergent and the salary of the person assigned to the machines. I would say, without hesitation, that setting up your own laundry is a fine investment. If you won't take *my* word for it, look at all the other car-wash operators who are doing it." □

AMERICA'S FINEST LINE OF LAUNDRY EQUIPMENT

MILNOR
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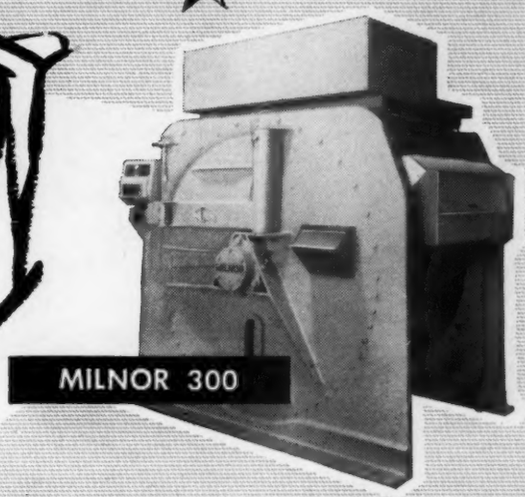
Completely Automatic
LAUNDRY EQUIPMENT

LET'S GET DOWN TO BRASS TACKS

YOU CAN MAKE MORE MONEY WITH MILNOR FULLY AUTOMATIC LAUNDRY EQUIPMENT BY INCREASING PRODUCTION AND SAVING IN LABOR COSTS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FULLY AUTOMATIC
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WASHER-EXTRACTORS
5 MODELS
TO BEST MEET YOUR REQUIREMENTS

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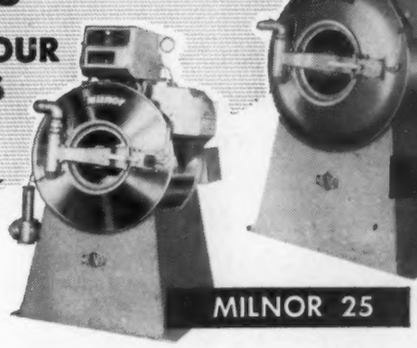
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Pensal®... the Gibraltar of the Washroom

Like the Rock of Gibraltar, Pensal has withstood the test of time. Over the years this soap and detergent booster has remained one of the most widely used and reliable means of conserving washroom supplies. Today, in a rapidly changing industry, Pensal continues to be a leader. It is ideal for short formulas. It is dedusted, which makes it very easy to handle. Dependability and unchanging quality keep Pensal first choice with laundries everywhere. If you aren't already a Pensal user, see your Pennsalt distributor.

Pennsalt Chemicals
ESTABLISHED 1850

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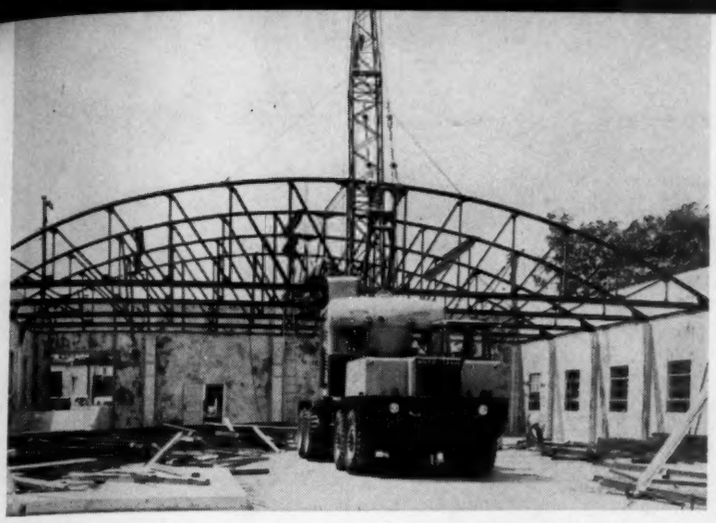
PHOTO HIGHLIGHTS

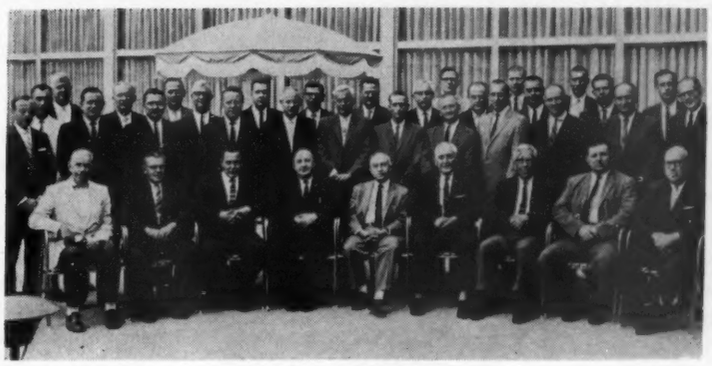


Construction is underway for new Wichita Precision Tool Co., building. It contains over 10,000 sq. ft. and adjoins their second main plant.

The acquisition of Pantex International, N.V. by the Pantex Mfg. Corp. is the reason for the handshake. At right is West German industrialist Heinrich Oelkers. At left, is Pantex president Grossman.

LM Chet Hayward of the Hotel del Coronado, Coronado, Calif., shows hotel director results from his new automatic two-girl shirt unit installed in laundry.

New Prosperity salesmen met recently for a week-long training program at the company's headquarters in Syracuse.



All the Keever-Beach division salesmen met for a week-long sales meeting in Columbus, Ohio. This was first time the entire sales force met at once.

Personnel Pointers:

Praise Promotes Progress

We will not dwell here on the need for good LM-employee relations. The benefits should be obvious to every LM. We can agree that mutually respectful LM-laundry worker relations are, or should be, of primary concern to every LM desirous of increasing the efficiency of his operation.

From an employee's standpoint, nothing is less conducive to high morale than "being lost in the shuffle"; than being allowed to go through the motions of his job without being advised, without receiving comment—either favorable or reproachful—about the way he is doing his job.

A recent University of Chicago study, conducted on three large equal-sized groups of industrial workers, disclosed the following: The first group was praised constantly by supervisors for "doing a great job." The second group was always being criticized for not doing something right, for slacking off, for absences, for lateness, etc. The third group was allowed to go through the 17-week study without being either criticized or praised.

The results of the test surprised even the sophisticated psychologists who conducted it. The group which received the heavy praise showed, by a wide margin, more response to the job. They did more and better work. They suggested methods for improving the quality of the product and the methods by which it was manufactured. They had fewer absences, due either to sickness or fatigue, were more prompt in coming to work, and, generally, were a lot happier on the job. Their supervisors were rewarded by easing of tension, by improved production record, and by the praise the happy workers were winning for them from top management.

Now here's the surprise: *It was the group that was constantly harassed by their supervisors which was second in production, attendance, initiative, etc.* The group which was left entirely alone showed a much lower morale and production rate than the other two.

The results, the industrial psychologists felt, were conclusive: Praise, more than any other single factor, induces a worker to do his best in every way. It appeals to his sense of duty, his sense of conscience, his vanity, his personal pride in work, etc. His supervisors are rewarded, in turn, by a smoothly-running, productive department.

Fear Psychology

Severe and frequent criticism, on the other hand, results in an atmosphere of efficiency through fear. Here the worker is afraid of humiliation, afraid of losing his job, of not being given references, and is generally psychologically bound to do everything possible to make his supervisors like him. This is not a very happy atmosphere, but it's the one within which armies have been efficiently fighting wars for thousands of years. The only handicap inherent in this method of employee relations—and this the test could not show in only 17 weeks—is the inevitable fact that, sooner or later, employees will tire of this tense, hushed atmosphere and, as soon as the opportunity presents itself, will leave for greener pastures.

By far the least productive group of the three was the one left completely to its own devices for the length of the test. Their attitude was: "They don't even know I'm alive. They probably don't even know or care how much I produce. There's no future here because nobody checks our work, or comments about it. I'll just take it easy . . . coast along . . . do as little as possible, punch my card and go home."

So LMs, take a lesson from these results. Praise and concerned, constructive criticism will result in peak employee relations. A harsh, disciplinary attitude will result in high efficiency, but a tense, "no love lost" relationship between you and your staff. It will probably also result in a much higher rate of turnover, with you devoting ever-increasing amounts of valuable time to new employee break-in.

As an alternative to the above two, you can choose to completely ignore your people; let them work things out alone, thrash out arguments among themselves, work as they see fit. However, the results of the survey will make you think at least twice about this method.

Actually, the final solution comes in an intelligent blending of these three methods of employee relations. Praise your employee when it's appropriate, or when you feel he really requires it to sustain morale; criticize your workers when they show signs of neglecting their work, or when you detect signs of loss of effort.

Last and not least, never, but never, completely disregard an employee. Even if you've got a mind full of the biggest problems in the world, you are never too busy for a smile or a wave of your hand. An employee who feels slighted can do more to destroy the morale of his fellow-workers than almost any other single factor. Beware the habit of walking around your plant without saying a word, either of praise or criticism, to anyone.

And remember, a happy and productive work group reflects favorably on *you* more than any worker. It's as important to your personal reputation and advancement as clean linen on the shelves or hot water in the washwheel. □

It's true! OZONITE is the complete detergent that gives you better results at lower cost!

Have you used Ozonite lately? If you haven't you're missing the best Ozonite ever built for washroom efficiency and economy!

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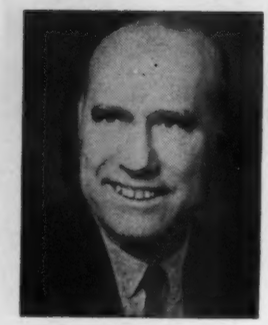
When you use Ozonite you can count on superior soil removal . . . white whites and bright colors. And you get all this with broad safety to fabrics. What's more, Ozonite is simple and easy to use . . . even inexperienced washmen get top results with it.

For more information on Ozonite and how it can help you increase your efficiency and profits, write to:

PROCTER & GAMBLE, Manager, Bulk Soap Department, P. O. Box 599, Cincinnati 1, Ohio

Circle No. 26 on Post Card



a message from NAILM's president

Due to publication deadline it is necessary for me to submit this President's Message before attending our Annual Convention. By the time this magazine is published we will be starting a new NAILM administration. Within the next two years this administration will have a wonderful opportunty to promote the status of the institutional laundry field in our industry. We will be faced with increased pressure from other segments of the laundry industry who are now referring to the institutional laundry managers as their competitors. As long as we are now considered competitors of our own positions, we should do everything in our power to promote and publicize the advantages of operating institutional laundries.

For the next two years we should make a concentrated effort to compile the historical stories of successful institutional laundry operations and at the same time we should make known the failures and complications of linen service to our hospitals and hotels from outside sources. We know of many stories where a commercial operation was a failure and was eventually replaced by a hospital or hotel opening their own plant. What we should do is publicize the opening of new laundries in our industry and indicate why the commercial operation was a failure. It is our hope to be able to publicize these stories in this magazine, hospital and hotel magazines, and Nailm News. We are going to prove to our administrators that the service from our competitors is in many cases undependable while the price of laundry service is higher than an inplant operation and the quality is far below the standard expected in our hospitals and hotels. The new NAILM administration should be permitted to set aside a certain amount of money to buy advertising space in hospital and hotel magazines. In this way we will enlighten the administrators of the facts of our industry and our competitors.

This administration will have to be guided by the wishes of its membership but the administration cannot do the job of managing the individual laundries. It will be your responsibility to keep production and cost records to advise your administration on the needs of labor saving equipment and the technical aspects of laundry operation. We should make every effort to have scales installed in each and every one of our institutional laundries because the day has come that an estimated cost of our operation will not stand up. We must have complete production and cost records. We can obtain this information by attending all educational programs that will be offered through the American Hospital Association, American Institute of Laundering, and NAILM. Through these mediums we will be able to increase our knowledge as managers and in turn will be able to do an excellent job for our employers.

In addition, I would encourage all NAILM members to support an all out effort to recruit those institional laundry managers and Allied Trades firms in your area that are not now members of NAILM.

Finally, may I state that it has been a pleasure and an honor for me to act as President of NAILM for the past two years. I have enjoyed the assignment. I feel my knowledge of our industry has been improved and may I thank all the officers and committee men that served with me for their excellent support.

Robert Dobson

Robert J. Dobson
President, NAILM

Tests of hospital linen show . . .

99.5% reduction in Staph count of soiled linens when SWIFT'S ENSTAPH is used

In tests conducted at five Chicago area hospitals, it was found that the use of ENSTAPH resulted in a 99.5% reduction in the *Staphylococcus* count of urine soaked diapers.

The diapers from hospitals using no germicides in their washing formulas showed an average *Staphylococcus* count of 5,460,000 per diaper—hospitals using ENSTAPH average only 25,200.

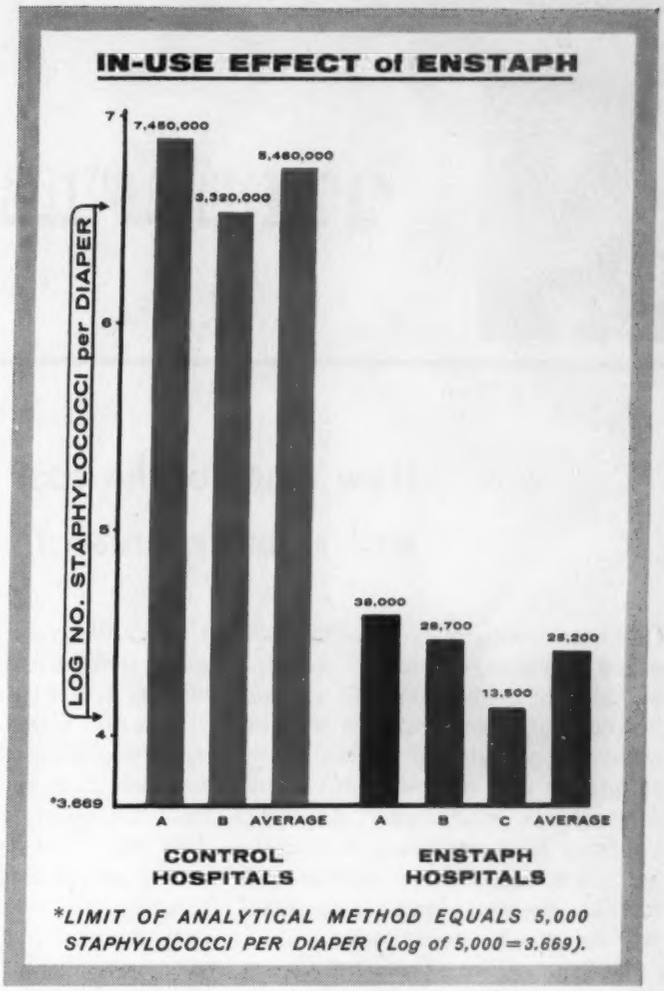
CONCLUSIONS

The results show the hazard that is created when linens soiled with fluids are held at temperatures permitting bacterial growth. *Staphylococcus* contaminated material becomes a focus of infection to the patient and *to the environment*, thereby to all patients and personnel. The regularity with which *staphylococci* can be found in soiled linens shows that the danger of an outbreak always exists.

THE ROLE OF ENSTAPH

Swift's ENSTAPH breaks the cycle of *Staphylococcus* transmission in linens. Fabric washed in ENSTAPH is impregnated with germicides which inhibit *Staphylococcus* growth at levels as low as 1 to 2 parts per million. Linens retain their anti-bacterial characteristics during dry storage. During use, when the cloth is moistened, the germicides are activated and exert their activity against contaminating *staphylococci*.

Our studies have shown that unprotected linens constitute a potential threat to the hospital environment. The use of ENSTAPH presents a solution to this problem. The hospital must decide whether it can afford to treat its linens with germicides in order to break the cycle of *Staphylococcus* transmission.



LET'S LOOK AT THE FACTS ABOUT COST AND USE

ENSTAPH adds 2¢ to 3¢ to the cost per hundred pounds of dry linens washed. It is as easy to use as ordinary washing materials because it is a completely built quality soap containing a germicidal system. ENSTAPH goes into the wash wheel just as it comes from the drum. No special formulas, additives or procedures are required. With the protection afforded at 2¢ to 3¢ per hundred pounds of dry linens, can the hospital afford *not* to use ENSTAPH?

ADDITIONAL INFORMATION

Your nearby Swift Soap Specialist will be pleased to discuss your requirements with you. If you would like more details on the test described above, write for a complete report. Specify whether you wish a short report for non-technical personnel or the more detailed report for technical personnel.

Swift
SOAPS AND DETERGENTS

Swift & Company • Soap Department

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To Serve Your Hospital Better

with these hospital approved products:

ENSTAPH complete germicidal laundry soap.
LEXARD germicidal bar, liquid concentrated soap for personal wash.
HERCULES CONCENTRATE KB Liquid Detergent with powerful germicide for general cleaning.

5-82

Circle No. 33 on Post Card

THE FIELD REPORT

by Fritz Field, Technical Editor

How much of the cost of finishing does power and steam represent? My towels are linty, why?

Q. Our company is presently engaged in making a study of laundering costs in connection with various hospital customers and is in need of information that will enable us to isolate the cost of power and steam for process equipment. Anything you may have pertaining to operating costs analyses of institutional and/or hospital laundry facilities will be greatly appreciated.

Technical Group
Manufacturer

A. In an institutional laundry which hasn't installed individual meters, the cost of power and steam has to be manually calculated.

The amount of steam used may be simply determined by multiplying the steam consumption of the machines per hour by the total amount of work hours.

The washing formula indicates the amount of hot water used for each load. Then, the total volume of water is easy to ascertain, since the number of loads is indicated in the daily washroom report. One pound of steam is required to raise one gallon of water from tap temperature to 160-degrees F. If it has been established how much hot water is used to wash one pound of linen, on the average, and the total volume of laundry is known, the steam consumption for heating the water is easily calculated. The engineering department of the institution will have the cost of steam per 1,000 pounds available.

In order to calculate the cost of electricity, the total motor horsepower of the equipment has to be calculated. One horsepower times 0.746 KW times 70 per cent load factor times working-time times the cost per KWH equals cost of power.

This may sound very complicated, but, once these figures have been established, it is relatively easy to make a monthly cost report. If one does not want to go through the trouble of calculating the costs individually, an estimate of one-half cent per pound of linen processed is a decent estimate of steam, electricity and hot water costs.

Q. We would appreciate your giving us some information that would assist us in making a decision about covers and pads for our flatwork ironer. In the past we have used asbestos covers and pads and have never been able to get what we feel is a reasonable amount of use from them. From a complete set of covers and pads we average about eight months use.

We have bought both medium-price and the most expensive types. Would you please give us some idea about what we should expect from asbestos and cotton pads, and suelon covers. Any other information regarding operation of the ironers as regards prolonging the life of the pads would also be appreciated. We have an eight-roll, deep-chest ironer.

Director of Housekeeping
Jackson, Miss.

A. The fact that asbestos covers and pads are in use in almost every institutional laundry seems to indicate that they have proven to be more economical and convenient than any other covers and pads for flatwork ironers. Their life expectancy will greatly depend on the actual working time and utilization of the flatwork ironer.

The covers of a flatwork ironer which is operated 10 hours daily without interruption, ironing sheets at a speed of 90 feet per minute will, of course, have a shorter life-span than the covers of an ironer with lesser utilization. If the ironer is used at full capacity, an efficient cover life of nine months is considered satisfactory, although some institutions are doing better. But even if the covers are not broken at the end of that period, the padding will be so compressed as to lower the quality and speed of the operation.

The deep chest ironer requires the heavier type of pad of ¾-inch thickness. Underpadding will keep the linen damper and deteriorate the cover fasteners. Other factors of influence may be: 1. proper steam at at least 100 pounds of pressure; 2. 50 per cent extraction; 3. a good washroom formula; 4. preconditioning of the linen before ironing; 5. even feeding of pieces over the total area of 120 inches . . . all elements which will help to prolong the life and resilience of the padding. Dacron covers will give a finer finish but the padding will have to be replaced more frequently.

Q. Enclosed is a towel to illustrate a lint problem which has recently appeared in our laundry. This is a standard towel used in our hospital. The towels are and have always been washed alone or only with articles of similar fabric and of the same color. Only recently has this lint

A message from Du Pont for organizations that buy uniforms

Have you considered the importance to your operation of fine-quality uniforms of Du Pont Nylon and "Dacron"* polyester fiber? They offer your personnel the utmost in appearance, lasting freshness and wear, yet can be laundered efficiently and economically.

Nylon and "Dacron" offer your staff the smartest fashions in uniforms. They brighten the look of hospitals, hotels, plants, with new beauty of line, fresh touches, glowing colors. Now, permanent pleating, ruffles, laces make uniforms as attractive as dresses, yet practical! Their exceptional wrinkle resistance and lasting freshness enable your employees to look their best at all times... neat, crisp, bright. This pleasant appearance works wonders... in the way employees feel about their work, in the more effective way they produce!

Uniforms of Nylon or "Dacron" have exceptional durability. For example, they outwear cotton of comparable construction by 2 to 1. Tests prove their *extra* durability, superior abrasion resistance and tear strength. Therefore your replacement costs will be reduced. And laundering is easy, efficient and economical. For information on laundering processes, write for Bulletin D-133—"Commercial Laundering of White Garments of 'Dacron' polyester fiber" at the following address: *M. D. Daudon, Textile Fibers Department, Marketing Services, E. I. du Pont de Nemours & Co. (Inc.), Wilmington, 98, Delaware.*

DU PONT

REG. U. S. PAT. OFF.

*"Dacron" is Du Pont's registered trademark for its polyester fiber. Du Pont makes fibers, not fabrics or uniforms. BETTER THINGS FOR BETTER LIVING... *THROUGH CHEMISTRY*

Circle No. 11 on Post Card

appeared. Since the washing procedure has not changed, we thought it might be that the machines and lint collectors were dirty. They were all thoroughly cleaned and the trouble has not been eliminated. Is it possible that the lint is being produced by the towel? May we have your suggestions?

Laundry Manager
Hospital
Anaconda, Montana

A. Cotton towels are inclined to become linty after several washings. The towels which I received prove that this is true because the newer dark towel shows the light-colored lint of the older towel, while the older, more worn towel does not show any dark lint. May I suggest that you replace the 100 per cent cotton towels with towels that contain 35 per cent linen; they will not lint so badly.

Though the washing procedure has not been changed, I would suggest that you have the washing formula tested. Hardness of water, strong alkali solutions, overbleaching, rinsing at low water levels, unnecessarily long formulas . . . these are all factors which tend to increase lint.

The use of fabric softeners or linen oils which are added to the last rinse are also recommended, and should show favorable results. □

Fritz Field invites questions pertaining to laundry procedure, technique and technology from all LMs. These questions are studied and answered by Fritz, personally, almost immediately. Those of more general interest are printed in this column. Address your questions to: Fritz Field, The Field Report, INSTITUTIONAL LAUNDRY, *10 East 40 Street, New York 16, N. Y.*

FOR *fast* INFO ON PRODUCTS
CHECK R.S. CARD NUMBERS

Untrapped Lint

continued from page 20

back pressure is maintained at all times. Lint carried into the collector passes through a series of deflectors. Here a fine spray of water separates all lint from exhaust air. Air exhausts through the exhaust fan, then through a pipe. The centrifugal pump circulates the spray water. Thus, there is no water waste. The lint finally drops into a bag. The bag is, of course, removable, and if necessary, replaceable.

These units are available in several capacities.

Which type is best suited for your laundry's needs is something you, as the supervising executive, can best decide. But regardless of what sort of system you have installed, or will install, proper lint collection is unquestionably a huge asset to satisfactory production. It is a boon to you, your laundry, your institution and your employees. □

***sys-tem—**

1. an assemblage or combination of things or parts forming a complex or unitary whole.
2. an assemblage or set of correlated members.
3. an ordered and comprehensive assemblage of facts, parts, principles, or the like, in a particular field.

**as defined by the American College Dictionary*

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Cobo Hall
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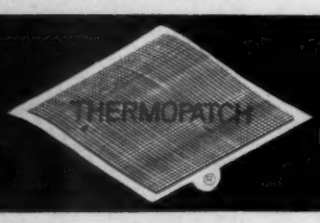
THERMOPATCH CORPORATION, along with its already established THERMOPATCH equipment and associated products, offers a line which solves the mending and identification problems of *all* institutions.

One source . . . one salesman . . . thoroughly qualified and sensitive to existing problems of linen repair, control, and identification provides a system which will increase efficiency and cut costs.

For full information . . . wire, write or call . . . today!



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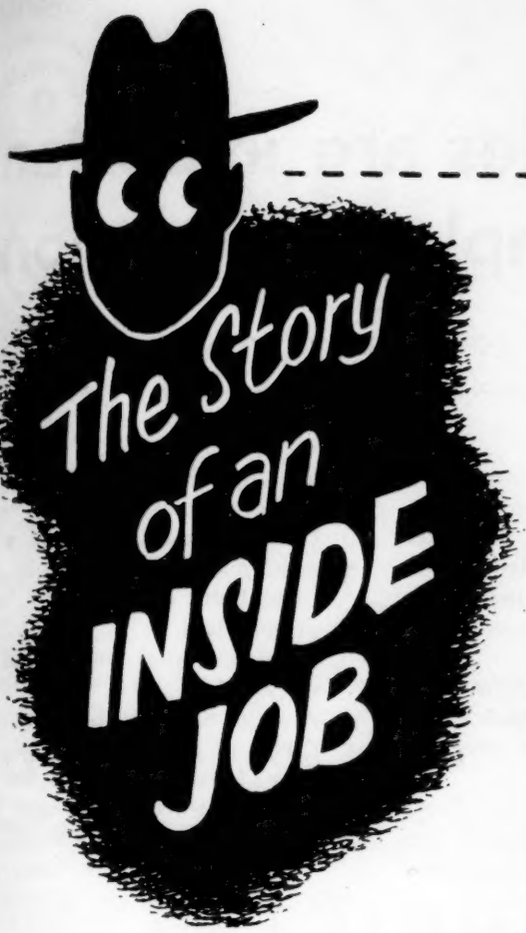
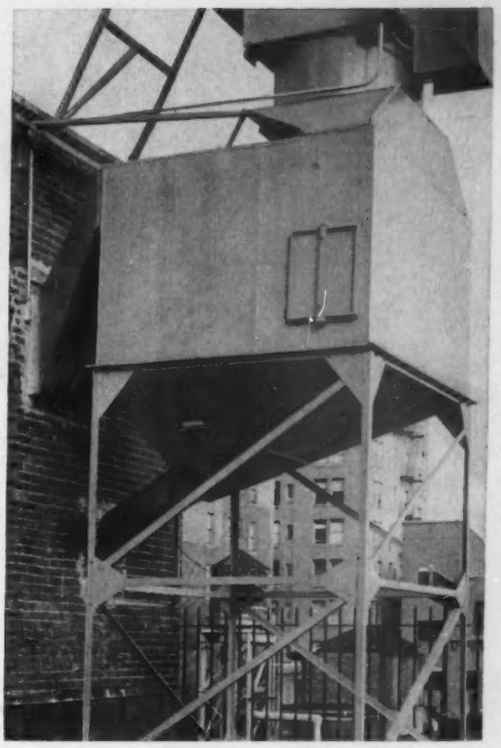


LINT

- COLLECTED
- TRAPPED
- REMOVED



Only The E/C LINT COLLECTOR . . .

Automatically performs these 3 jobs in ONE— For continuous, safe collection at large cost-savings!

After 8 solid years of daily use in hundreds of commercial, institutional and industrial laundries, it is fact that E/C Lint Collectors *have paid for themselves* . . . delivering both *increased profit per day plus indispensable operating advantages* for those who have put them to work in their plants. *Why don't you get E/C's?*

The easier E/C way can increase your own output up to 30% more; preserve machinery; save untold plant cleaning hours weekly! *Users say: "unbeatable; our volume is greatly increased."*

INSTALLATIONS are being made at rate of 4 to 6 units per week. With your unit installed (for three tumblers and up, inside or outside plant), we can virtually guarantee you will eliminate at once—work of about 15 man hours per week.

E/C's *assure* the solution of a messy problem. They are 100% effective. You gain because you have a centralized system for keeping your plant clean. And, your unit is amortized in a short period of time. *Get the facts!* Send for complete details in E/C Catalog. *Write today!* . . . or phone: GRegory 3-8462.

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876 VAN HOUTEN AVENUE, CLIFTON, NEW JERSEY

Mfrs. of specialized laundry equipment proven in use throughout the U.S.A. for institutional, commercial and industrial laundries

Circle No. 12 on Post Card

INSTITUTIONAL HOUSEKEEPING

Written rules are important to good employee relations

by HARRIET ANSLEY, BOARD MEMBER
The National Executive Housekeepers Assoc.

Orienting a new employee is one of the most important things we Housekeepers do, or any department head does, for that matter. Orienting is actually a five-dollar word for "getting started on the right foot."

In essence, it means showing the new employee around your building, helping him to feel at home in locker room and cafeteria, introducing him to other employees in the department, then sitting down with him or her and explaining your House Rules, giving him a copy of his job description to take home and read over. This, of course, is also the first step in "On the Job Training" or "Threshold Training." But what I want to bring out is the importance of House Rules or the many little rules and regulations of your specific plant which many employees have to pick up or "catch on to as they go."

How many of us have been known to say, "Doesn't she know better than to eat on her floor?" Or some other employee comes running to you crying: "That new girl, Betty, went to the cigar counter on the first floor to buy cigarettes." Well, how was Betty to know that employees in uniform are not allowed in the main lobby unless their jobs specifically call for it. You and a supervisor both have spent a lot of time training Betty to make up a room. Other employees have also worked with her. But has anyone bothered to explain the Rules of the House to her, or to give her a copy thereof to keep and study?

Maybe she has never worked away from home before, or is an older woman who has been raising a family and could not work away from home for the past 20 years. She has lost her "touch" of how to get along with the public and fellow workers.

Let's outline a few basic rules that could be adopted for any institution's housekeeping personnel policy:

- **Smoking is permitted in locker rooms and cafeteria only.**
- **Drinking intoxicating liquors while on duty constitutes grounds for immediate dismissal.**
- **A pass must be secured from the Housekeeper for any article which the employee wishes to take out of the building.**

All employees in the Housekeeping Department should observe the house policies in regard to personal appearance, namely:

- **Uniform and apron neat and mended.**
- **There should be no loud talking or visiting on floors. If guests ask any questions about other guests, or ask to get in rooms without a key, they should be referred to the office.**
- **Whenever guests give any directions for the case of their rooms, these instructions should be carried out to the letter unless they conflict with house policies, then Housekeeping office should be consulted. No lengthy conversations should be held with guests.**
- **Tools and baskets should be carried into the room by the maid when working, not left in the hall. They must be put in the linen room when not in use.**
- **Maids and housemen should never answer a phone when working in a guest room.**
- **Maids may turn the radio on low in a room while working unless the guest is present, in which case it should be left on or off as the guest desires.**
- **Personal visits to Housekeeping Employees during working hours are prohibited. Phone calls in or out in case of emergency only.**
- **Maids should report to supervisors or directly to Housekeeping office the following:**

a. **A guest without baggage.**
b. **Overnight damage to rooms, or articles missing from rooms.**
c. **Light bulbs out in rooms, baths, or corridors.**
d. **Fixtures tested and found not working.**
e. **Animals or birds in rooms.**
f. **Illness of guests.**
g. **Suspicious action of guests.**
h. **Room service tables and trays which should be picked up.**

We hope that these basic rules may be of help to you in setting up clear-cut policies for your own department. □

Floor Cleaning Supplies

CLARKE FLOOR MACHINE CO.
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PULLMAN VACUUM CLEANER CORP.
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REEVES STEEL & MANUFACTURING CO.
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THE REGINA CORP.
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UNITED FLOOR MACHINE CO., INC.
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Want to grow a

MONEY TREE?

Just start using

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If smoother, trouble-free production means more profit for you, then using Lumar is just like having your own money tree. Penny by penny your production savings will grow. Will you let Lumar do any or all of these time-saving, trouble-saving things for you?

- **Make fabrics easy to pull, thus speeding up unloading of wash wheels.**
- **Cut extraction time from 15 to 25 per cent.**
- **Permit faster shake-out, faster "lays" on presses.**
- **Prevent rolling on flat work ironer.**
- **Help tumble work dry faster.**
- **Eliminate static and minimize lint.**

These are just some of the benefits you can enjoy if you use Lumar, the original powdered fabric softener. Moreover, Lumar is inexpensive (1½ oz. per 100 lbs. dry weight of clothes) and clean and easy to use (simply add dry to the sour or starch cycle).

Thousands of laundries use Lumar faithfully—wouldn't operate without it. So certain is our belief in it that we offer this

GUARANTEE

If Lumar doesn't do what we say it will do, return the unused portion to your laundry supply distributor and receive a refund for the full drum.

* * *

We also make *Marlynbrite* which whitens whites and brightens colors—beautifully!

MARLYN CHEMICAL CO., INC.
LAKEVIEW OHIO

Circle No. 18 on Post Card

Products Parade

continued from page 8

the unit is said to save time and supplies and reduce spillage and other hazardous conditions. The controller continuously measures the strength of

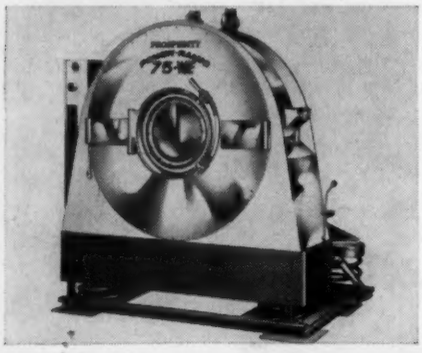
the solution and automatically starts the pump or other feed equipment when the concentration drops below the desired level. The unit may be used with both solid and liquid supplies.

Detergent — Circle 80

Alkadet, a high alkali detergent for heavy industrial soil, has been announced by *The Keever Starch Co.* Developed to remove deeply embedded greasy soil from coveralls, wiping cloths and all industrial laundering as well as for freeing ground-in stains from collars and cuffs, the product does not ionize or undergo hydrolysis when diluted, the company says. Another feature of Alkadet is that it makes a permanent emulsion of grease and oil which no amount of heat, dilution or mechanical action will break down and therefore, the full benefit of high temperature water can be utilized, the company says.

Combo Unit — Circle 81

Featuring a 20-inch door opening for easy loading and unloading, the 75-pound combination washer-extractor, manufactured by *The Prosperity*



Co., is spring mounted for installation on all types of floors, says the maker. Available in semi and fully automatic models with supply injection, the unit has a 44x18 open pocket reversing action cylinder. Four high lifting ribs provide maximum drop and squeeze, the company says.

Truck Catalog — Circle 82

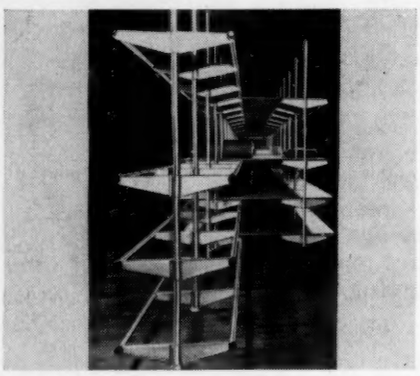
Catalogs of canvas baskets and trucks are available from the *Steele Canvas Basket Co., Inc.* The two color brochures give the specifications and uses of all types of institutional laundry baskets and trucks, hampers, and bags. Included are shake-out trucks, water-tight baskets and canvas work benches.

Spot Spray — Circle 83

Spot disinfectant spray is said to kill most bacteria and fungi on contact. Manufactured by the *Colgate-Palmolive Co.*, the product is nonflammable, easy to use, and has long lasting antiseptic effectiveness, reports the company. Uses include storage containers and closets, linen carts, mattresses, clothing, etc.

Shelves — Circle 84

A rack device, Adjusto-Deck, designed to convert open floor-to-ceiling space into storage area, has been in-



troduced by the *Walter Haertel Co.* The product uses brackets and fittings to link conventional pipe into a tier of racks. No special tools are needed for erecting the racks. Installation is made without boring holes into the floor or ceiling, the company says.

Stain Removers — Circle 85

Improved formulations of the multi-purpose stain removers, Soil-Solv and Whiz have been made available by the *Tower Chemical Sales* division of *Abco, Inc.* Soil-Solv, which is said to remove stains caused by lipstick, grass, mercurochrome, ball point ink, is not now affected by extreme cold. The stability to freezing has also been imparted to Whiz-W, the wheel formulation for bulk removal of medicinal stains.

Stacker — Circle 86

American Laundry Machinery Industries has introduced a Tru-Stak stacker, which automatically stacks flatwork directly from the ironer, the

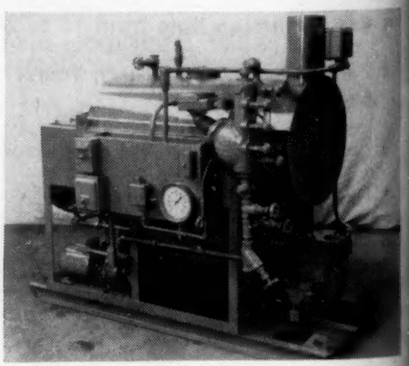
company says. The unit, which does not have any clutches or swinging arms, can be applied to any 120-inch ironer and is available with four, five or six stacking lanes. Pieces can also be by-passed in any or all lanes without stacking when desired, so that use of the ironer is not limited to work which is stacked, the company says.

Fire Equipment — Circle 87

Availability of the 1961 edition of the company's "Interior Fire Fighting Equipment Catalog" has been announced by *The Fyr-Fyter Co.* The 16-page publication gives complete data on the company's extensive line of fire-fighting equipment for institutional and commercial buildings. The company manufactures nine categories of hand portable fire estinguishers, fire hose, extinguisher wall cabinets, hose racks, hose reels, angle valves, fire hose, fire hose nozzles, siamese connections and related fire control accessory equipment.

Package Boiler — Circle 88

Production of fully packaged horizontal return tubular type higher pressure boilers has been announced by *Columbia Boiler Co.* Available in



sizes from six to 100 h.p., the units are shipped assembled, wired and with all controls installed at the factory. Models are available for firing with gas, gas and oil, and with light or heavy oils.

Institutional Laundry The Magazine for the Institutional Laundry Manager

The Easiest Way . . .

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51	52	53	54	55	56	57	58	59	6
61	62	63	64	65	66	67	68	69	7
71	72	73	74	75	76	77	78	79	8
81	82	83	84	85	86	87	88	89	9
91	92	93	94	95	96	97	98	99	10

Net Repairer **Circle 89**

Adhesive for repairing nylon nets and nylon work clothes has been announced by the *Parapatch* division of *Anglo Chemical & Rubber Co.* Called M-2, this adhesive is said to make a permanent bond. It comes in stock colors and in sizes suitable for most repairs. The patches may be used to apply color coded marks for identification purposes, the company says. Heat from an electric iron or equipment available from the company can be used to apply the patches.

Water Heaters **Circle 90**

New additions to its line of WH series gas-fired, volume water heaters is announced by *Portmar Water Heater Co., Inc.* Added have been such features as extended water leg construction with built-in refractory lining. These new features eliminate building the costly combustion chamber in the field. The company claims that the time and labor savings accomplished by the additions are quickly appreciated by installation contractors in today's competitive market. The WH Series gas-fired water heaters are available in a full range of 14 sizes, delivering 300 to 6,000 GPH.

Antiseptic Spray **Circle 91**

Said to be especially useful in operating and isolation room areas is *Lever Bros.* new SBT-12 hospital antiseptic spray. The company claims that the product kills, on contact, hospital pathogens, including antibiotic-resistant staphylococci. Fast and effective treatment of all surfaces, non-irritating, non-corrosive, extended residual activity are also claimed. Packed in one-pound cans, the spray is shipped 24 cans to a case. Samples and literature are available.

Ticking **Circle 92**

Government standard ticking with a non-toxic polymerized poly vinyl chloride resin coating has been developed by the *M. J. Fassler & Co., Inc.*. The finished coating has antistatic and bacteriostatic additives.

More Product Information
Check Readers Service Card
between pages 8-9, 50-51

Each advertisement, new product and free literature item in this issue is keyed. For more information on a particular line, simply circle the key number on the Readers Service Card, detach and [illegible]

SHAMROCK *reliability and long wear are known the world over.....*

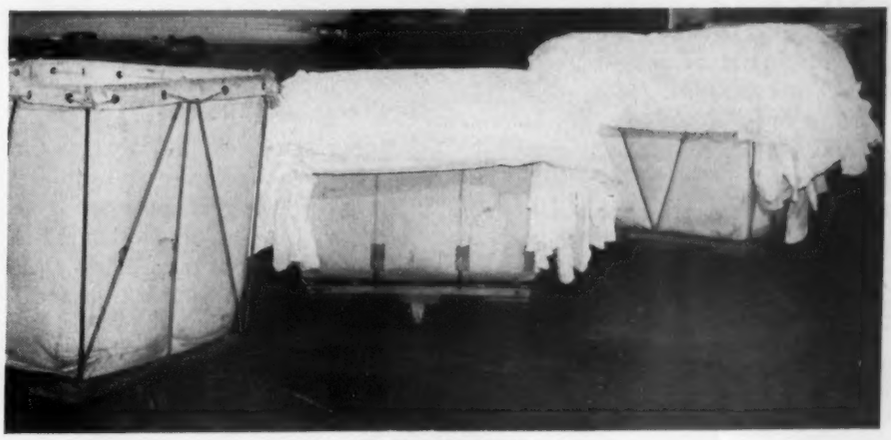
For over thirty years Meese craftsmen have insisted on *top quality* in Shamrock Canvas Baskets, Hampers, Trucks. In every Shamrock, you're assured of quality features that mean longer years of wear, extra economy. That's why you find Shamrocks in use the world over . . . paying for themselves in work-savings, time-savings! Ask your Shamrock jobber!

Top: Shamrock No. 19F Flat-Work Ironer Trucks in use at a large metropolitan laundry.

Below: Shamrock No. 22N Extractor Trucks and No. 19 Trucks are used here for shake-out work beside flat-work ironers, and for general utility.

Made by MEESE, INC., Office & Plant, Madison, Ind.

SALES OFFICES: NEW YORK—F. R. Tyroler, 55 West 42nd St., PE 6-0615; ATLANTA—W. E. Petway, 723 East Densley Dr., North Decatur, Ga., MElrose 6-3192; FORT WORTH—V. M. Hooton, 4220 Normandy Road, JEfferson 6-6564; WEST COAST—Gene Daniels Sales Co., P. O. Box 846, LaPuente, Calif., YOrktown 4-1111. Export Mgr.—R. A. Auerbach, Easton, Pa., Cable Address: "Natly."



Circle No. 19 on Post Card

IT'S HY TIME

by HY SCHWARTZ

There was a time when Carol was a model child. In fact, she was so good, so perfect, that for awhile I was worried she wasn't normal.

I'm not worried anymore!

In recent months she's developed that pre-teen cockiness which makes parents grow old before their time. She knows everything. She has all the answers to everything. And she must have the last word.

A few evenings ago, I let her have it (verbally) but good. I wound up with this plea: "Carol, why can't you be good?"

To which she replied: "If I were good, Daddy, you would have nothing to complain about!"

Although her answer made me see red, I couldn't help but agree (to myself) with her logic. If she didn't do something wrong, I wouldn't have anything to complain about, and knowing me as I do that would be the worst kind of punishment you could inflict on me.

I'm not the only one who suffers from this not-so-rare disease. It seems to me every columnist and editorial writer suffers from it, too. If there were nothing wrong with the world (or our industry) we would have nothing to write about.

By the same token, I wonder if this approach to things doesn't blind us to what is *right* with our industry.

Let me give you just one example that comes to mind.

Most of us at one time or another have complained about the need for laundry managers to gain recognition within their institutions. I prefer to think of it as obtaining "status"—the same status enjoyed by the "professional" staff. Yet, I wonder if more LM's than we realize have achieved this goal although we don't recognize it because it doesn't show

continued on page 54

COAST to COAST

Association Notes

Standard's Group

A new group, Institutional Research Council, Inc., has been formed for the purpose of acting as a product standards committee for users of cleaning and maintenance materials. The objectives of the group include a coordinated research program, development of product standards, and the sponsorship of a Certified Products Program. The Council was jointly organized by the American Hotel Association, the American Motor Hotel Association, the Hospital Bureau, Inc., the National Association of Executive Housekeepers, and other groups. In addition to these groups, the original membership includes such groups as the Catholic Hospital Association, the National Association of Hospital Purchasing Agents, and the Association of College Unions. Membership is open to any firm, person, corporation or government agency which is a consumer of supplies and materials in connection with the operation of institutional, governmental, public feeding or housekeeping facilities. The Council's first project will be to encourage manufacturers of textiles, cleaning supplies and paints to submit their products for listing in the 1962 Certified Products List, scheduled for release in February. Inquiries about the Council may be sent to Institutional Research Council, Inc., care of the American Hotel Association, 221 West 57th St., New York 19, N. Y.

New NAILM Affiliate

Robert Dobson, president of the National Association of Institutional Laundry Managers, presented a "NAILM Charter of Affiliation" at the first meeting of the Central Ohio Association of Institutional Laundry Managers, in Columbus. Wesley G. Breedlove, Jr., president of the 50-LM group, accepted the charter for the group.

August Conclave

On August 19 and 20, the combined associations of Eastern Pennsylvania, and the Philadelphia and Vicinity will hold their annual clinic at the Yorktown Hotel, York, Pa. Although, they inform us, the program is not yet completed, it will include such topics as the importance of water softeners, washroom procedures, operating room and laundry, personnel, the in-plant laundry, etc. Queries may be addressed to: Charles A. Turner, program chairman, Easton Hospital, Easton, Pa.

School's Open

The Fall session of the American Institute of Laundering School of Laundry Management will be held from Sept. 11 through Nov. 3, 1961. Individual two-week courses will be offered. Of particular interest to LMs are the courses in General Laundry Management, Identification and Washing, and Laundry Finishing. For a complete schedule and tuition rates, contact the membership department, American Institute of Laundering, Joliet, Ill.

Strong Lineup

Through its program chairman, Paul Wolf, The Institutional Laundry Managers' Association, Inc., of Southern California, informs us of a heavy program of speakers for the May and June meetings. At the April meeting, the group was addressed by Bill Lyons, of Koppers Chemical Co.

Plant Program Held

The New Jersey Hospital Association held an "Institute on Physical Plant" at the Nassau Inn, Princeton, on April 11. INSTITUTIONAL LAUNDRY was well represented at the all-day session. Editor Richard Ziff delivered a dissertation on the future of the institutional laundry, and technical editor Fritz Field, always in demand as a speaker, spoke on

continued on page 55

THE LINT TRAP

notes from around the country

J. Harold Janis, of New York University, has written, in *Nation's Business,* "that the management of written communications needs rethinking in the light of today's requirements. "Too much," he says, "is being written that ought to be communicated in another way or ought not to be communicated at all." He lists, as common faults, such things as "Word Therapy," i.e., that executives tend to put too much faith in the power of the written word. "Often they write as if the very act of writing will cure what is a wrong policy, an overcomplex procedure or a bad decision." As a remedy for this Janis offers: "Write all you want—but be sure you *communicate* only the results of sound management." As another fault he lists "Hyper-Communication." This, Janis explains, "is the result of the theory that if you send a message often enough, some of it is bound to sink in."

Soviet use of ultrasonic energy in washing wool: In an effort to develop improved methods for wool washing, laboratory experiments, using ultrasonic vibrations, were undertaken to cleanse dirty merino wool, having a fat content of 17.46 per cent to 20.72 per cent. The washing was carried out in an 0.5 litre glass vessel containing neutral and weak alkaline solutions. An increase of the washing solutions was found to have a positive effect on the washing process, on the thoroughness with which dirt was removed, and on the reduction of fat residue. The experiment is reported in a *Tekstil'naya Promuishlennost* (Russian; 1952, 12, p. 10) article, by I. Garlinskaya and associates. Among observations reported by the authors: 1) ultrasonic washing permits use of neutral or weak alkaline solutions, ensuring better preservation of the technological properties of the fiber; 2) it eliminates all microflora, including spore-bearing bacteria; and 3) it achieves complete decontamination of the wash water. □

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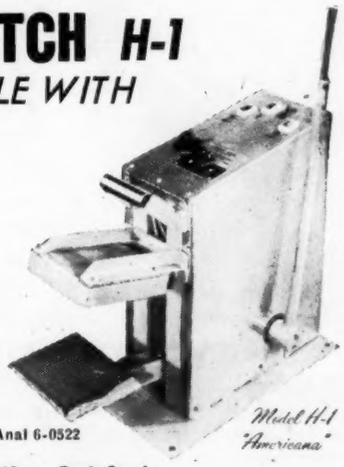

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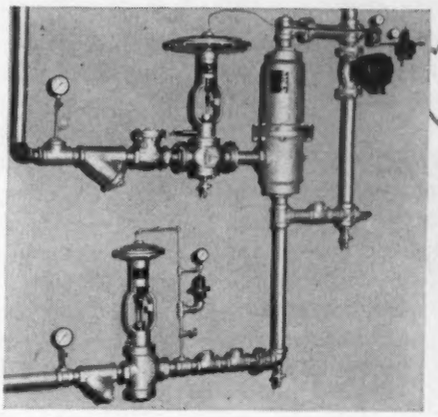

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Hy Time

continued from page 52

up in the way we expect it to.

For instance: If you visited the laundry at Pasavant Hospital in Chicago you would see a brass plate mounted on a post which says to the world that this is the *Guy Richardson Laundry*. Our good friend "Rich" has been LM at the hospital for as long as I can remember. A few years ago, the hospital made this dedication in honor of his years of "loyal and faithful service." Isn't this recognition?

Several years ago, I was invited to talk to the Oklahoma association at a meeting held in the Mayo Hotel, Tulsa. When I checked out of the hotel a few days later, I discovered that my room was complimented by the management. I called the general manager and asked him what it was all about and he said something to this effect: "I understand that you're a good friend of our LM, Sid Garlick. We think a lot of Sid and this is one way we can show our gratitude to him."

Isn't that recognition?

One more: When Julius Krasner of the Barnes Hospital Group in St. Louis moved into his present laundry I visited the plant. Julie also took me on a tour of the hospital. To tell you the truth I can't remember a thing about the plant—not even how many flatwork ironers it has—but this I do remember: While we were walking through the various hospitals and clinics, we were stopped very often by a doctor or a lab technician or a head nurse who talked to Julie about one thing or another. Often it wasn't about the laundry specifically but about something that was going on at the hospital.

Apparently this experience impressed me very much because it is still vivid in my mind. If this isn't recognition, I don't know what is.

There are plenty of other examples I could write about and I hope I will in the future. But I think you get the point.

Criticism—constructive criticism—is good and is needed by an industry as much as it is needed by a young child growing up. But once in a while it doesn't hurt to stop and point out what's good about the business we're in and the things which have been accomplished.

Carol got her "praise-session" last night. Today, we're back complaining.

This column has taken care of my conscience a little bit; next month we'll get back to ripping things apart again. The shock of writing two "nice" columns in a row would be too much for me—and probably you, too. □

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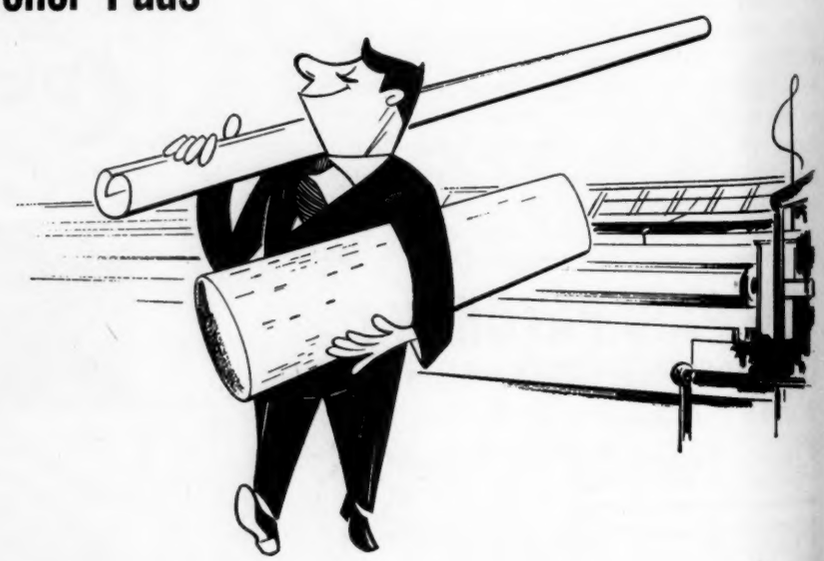

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Coast to Coast

continued from page 52

keeping up-to-date in your field. More than 20 diverse subjects were covered in the eight-hour session, ranging from air conditioning to purchasing for the laundry department.

Wolverine Meeting

LM Chet Harger played host at the April 19 meeting of the Southern Michigan Association of Institutional Laundry Managers, held at the Michigan State University laundry. Host at the group's May meeting is Mrs. Bob Hartman, LM at Detroit's Ionia Hospital. A demonstration of a pants-pressing unit will be a highlight of the meeting.

Reading Chapter Meets

The March meeting of NAILM's Reading, Pa., chapter was held in the West Reading Fire Hall. Frank Tempone, representing Philadelphia Quartz Co., discussed "Basic Washroom Chemistry." His address dealt with the functions of each step of the washing cycle, and stressed the need for mutual understanding of the nomenclature by laundry technicians and operators.

WILMA Officer List

The Wisconsin Institutional Laundry Managers Association, by way of Sister M. DeChantal, has sent us its officers list for 1961. President, Earl Behling; vice-president, George Mills; secretary, Earle Eschenberg; treasurer, Joe Stockinger. Board members include Robert Conard, Jim Ott, Jim Breese, Walter Johnson, and Sister M. DeChantal. A one-day seminar will be conducted by WILMA on Oct. 26, 1961. The Wisconsin group now numbers 40 members, as opposed to only 16 two years ago. Sister DeChantal, informs us of her attendance at a three-day institute of hospital administrators. As a result of her attendance, she writes, she is now budgeting man-hours differently.

CHA LM Clinic

The Catholic Hospital Association's Continuing Education Program for LMs holds its meeting this year at the Statler Hilton Hotel, St. Louis, Mo., May 15-19. A tentative listing of program highlights includes topics such as: Organization & Management, Personnel, Purchasing, Water Treatment, Linen Conservation, Control of Formulas and Temperatures.

ALLIED TRADESMEN

Chief Executive • The election of David C. Melnicoff as president and chief executive of Fels & Co., has been announced by the firm. He succeeds Cyril G. Fox, who will continue as chairman. Max Brown was elected executive vice president and Harry J. Hughes was elected vice president and general manager.

Sales Engineer • Fred Wheeler has joined the Ludell Mfg. Co., sales staff, the company has announced. He joins W. A. Viets in servicing the New England territory. He brings with him an extensive training and experience in power plants and process industries, the company says.

continued on page 58

Choose the right Ironer

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Letters

continued from page 6

tion and is also the assistant washer operator. I was wondering if you would mail him a copy every issue. As for myself, I think the magazine is a very fine one too. Only thing I would like to see is that it is made a monthly.

Thomas Dooley, LM

Winfield State Hospital
Winfield, Kan.

Thank you, and your employee, for your orchids. We have added his name to the circulation list.

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ADVERTISERS' INDEX

American Laundry Machinery Co.	16 & 17
American Machine & Metals Inc.	5
American National Bag & Burlap Co.	57
Anglo Chemical Rubber Corp. (Parapatch)	53
Austin Supply Co.	57
Braun, Inc., G. A.	28
Bucks County Enterprises	2
Bussard & Son, R. D.	6
Challenge-Cook Bros., Inc.	Cover III
Chicago Dryer Co.	55
Cook Machinery Co., Inc.	9
Cowles Chemical Co.	Cover IV
DuPont de Nemours & Co., E. I.	45
Eastern Cyclone Conveyor	47
Edmar Chemical Co.	25, 26
Huebsch Mfg. Co.	35
Keever Beach Div. (Keever Starch)	33
Kohnstamm & Co., Inc.	21
Ludell Mfg. Co.	56
Marlyn Chemical Co.	49
Meese, Inc.	51
N.A.I.L.M.	58
Olin Mathieson Chem. Corp.	15
Parachlor Chemical Corp.	56
Pellerin-Milnor	37
Pennsalt Chemicals Corp.	38
Pick Mfg. Co.	53
Pocock, M. A.	1
Procter & Gamble Co.	41
Revolite Div.-Raybestos Manhattan	54
Roderking-Mendex Corp.	56
Scovill Manufacturing Co.	7
Steele Canvas Basket Co.	56
Super Laundry Mach. Co.	13
Swift & Company	43
Thermopatch Corp.	46
Troy Laundry Machinery Div.	5
Ultra White Co.	57
Washex Machinery Corp.	3
Wyandotte Chemical Corp.	30 & 31

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Facing Page 8

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whiter brighter laundry.
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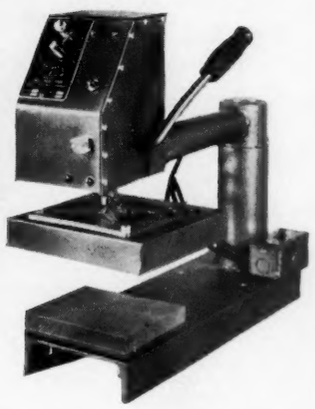

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Circle No. 3 on Post Card

Coast to Coast

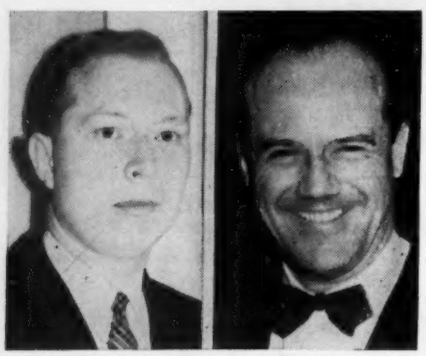
continued from page 55

Two Appointments • Pantex Mfg. Co. has announced the appointment of Gary Sheppard as general sales manager for its nationwide direct sales and service organization and the appointment of John Bellamy as district manager of the Atlanta area. Sheppard was in charge of the Atlanta district prior to his promotion. Sheppard will direct sales and service activities from the firm's Paw-

Sheppard Bellamy

tucket, R. I., executive offices. Among his immediate goals, according to the company, is the expansion of the existing sales force. Bellamy was previously associated with a major laundry in the South. He also was a sales representative of the Butler Mfg. Co.

Sales Assignments • Ray J. Smith has been appointed supervisor of marketing services, laundry and drycleaning department of the Pennsalt Chemicals Corp. In his new post, he will have responsibitity for distributor coordination, expediting, and other phases of marketing serv-



Gurtler Dozier

ices. The company also announced that William S. Dozier, has been appointed mid-Western regional super-

Woodrow Mercer

visor for the department. His jurisdiction extends over 13 states.

Other appointments include: William W. Gurtler, southwestern Michigan and northern Indiana sales; John S. Mercer, Jr., and Ellis E. Woodrow, midwestern area sales; and Linwood T. Geiger as the Delaware, Ohio, plant manager.

Joins LCTA • John P. Gibbons has joined the staff of the Laundry and Cleaners Allied Trades Exhibit Corp., announced the Laundry and Cleaners Allied Trades Association. He has served in such capacities as account executive for sales and coordination of advertising and sales promotion programs, club service department manager, exhibit manager and public relations.

Zone Manager • The appointment of G. B. Moersdorf as eastern zone manager of the bulk soap department of Procter & Gamble Distributing Co., has been announced. Moersdorf joined P&G in 1951, after his graduation from Johns Hopkins University. He spent two years in the case soap department and was then transferred to the bulk soap department.

New Rep • Thomas J. Higgins has been appointed as sales representative in the New England states, announced W. A. Michie, sales manager of the Revolite division, Raybestos-Manhattan, Inc. Prior to his appointment, he was employed in a supervisory capacity with a leading laundry in metropolitan New York.

Joins Staff • The addition of Charles A. Goberman to the staff of New York Pressing Machinery Co., has been announced by its president, Murray Puretz. Goberman will concentrate his efforts on strengthening the competitive position of dealers and their customers. He is a graduate of the General and Management courses of the National Institute of Drycleaners.

Promotions • The Clayton Mfg. Co., has announced the promotions of Elwood N. Moon to general sales manager and William O. Merritt as advertising and sales promotion manager. J. A. Cortright will continue as vice president, sales. Moon

Moon Merritt

joined the company in 1944. He assumes sales administrative responsibility for the steam generator, steam cleaner and dynamometer divisions. Merritt had been with the company previously as advertising manager, leaving in 1957 to accept a position for five western divisions of U. S. Industries.

ALLIED EVENTS

Company Sale • The United States Hoffman Machinery Corp. has sold three subsidiaries and a division to the Hoffman International Corp. for two million dollars, announced officers of the two companies. Stanton Foundry; Maquilias Hoffman, Ltd. (Argentine); Hoffman Industries of Canada, Ltd.; and the industrial division, Syracuse, N. Y., were involved in the transfer. □

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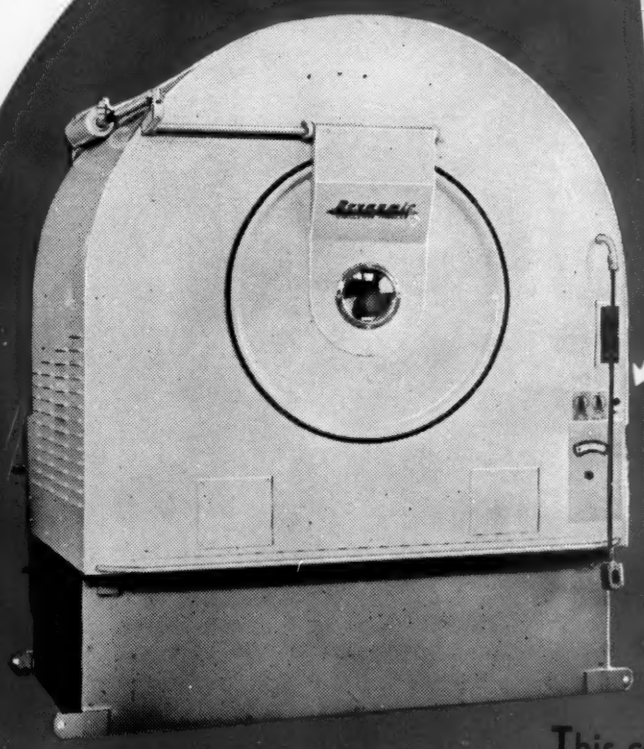

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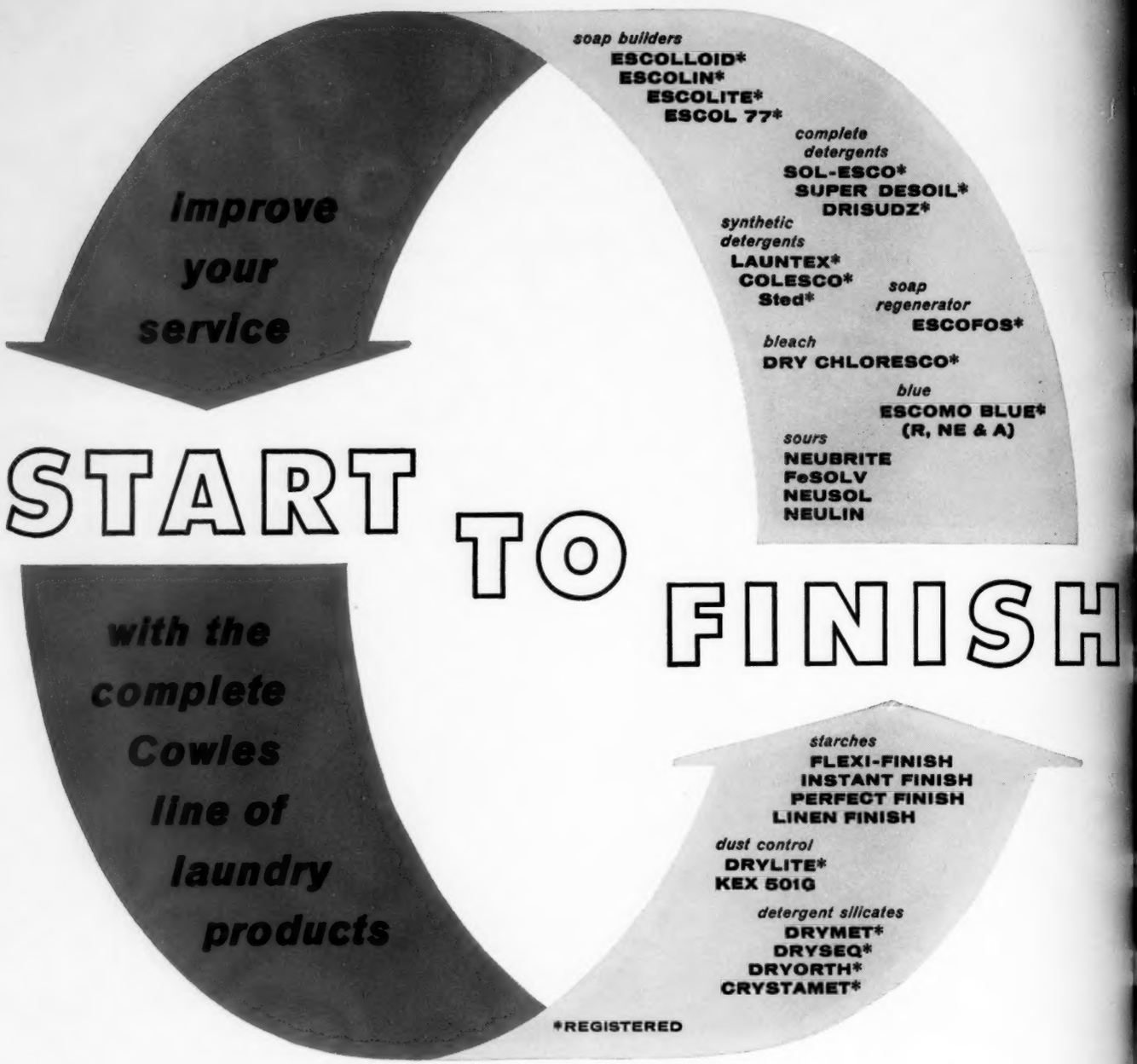

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